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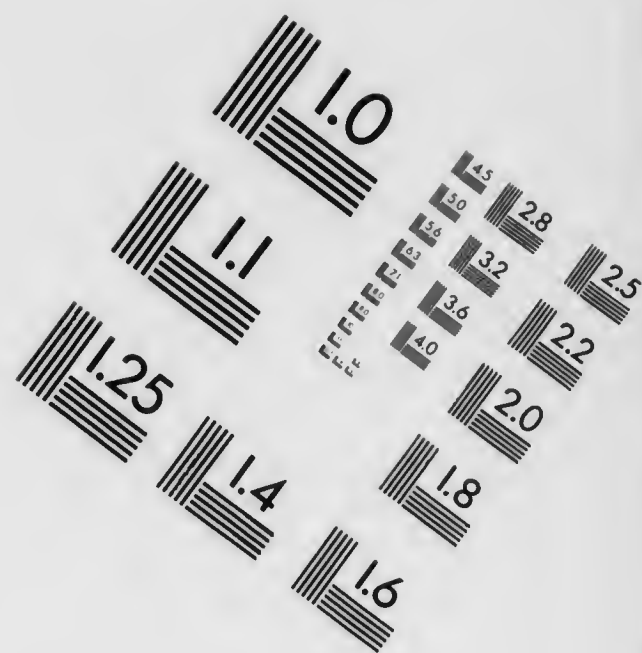
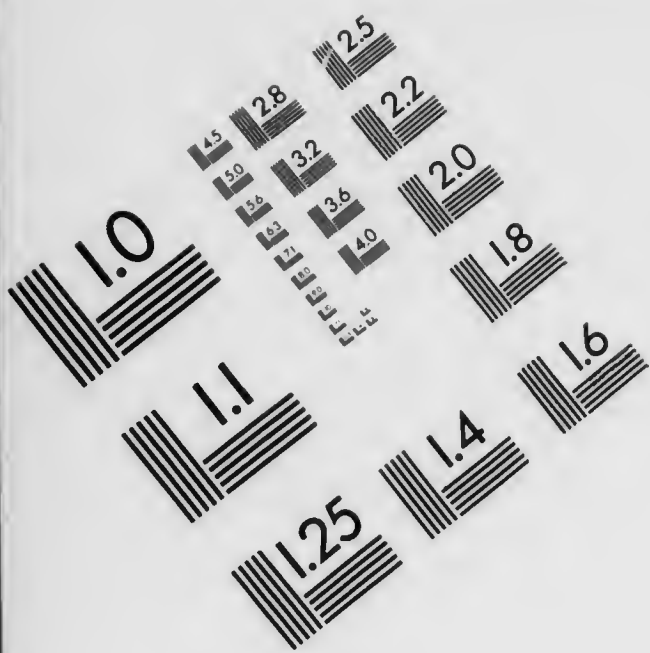
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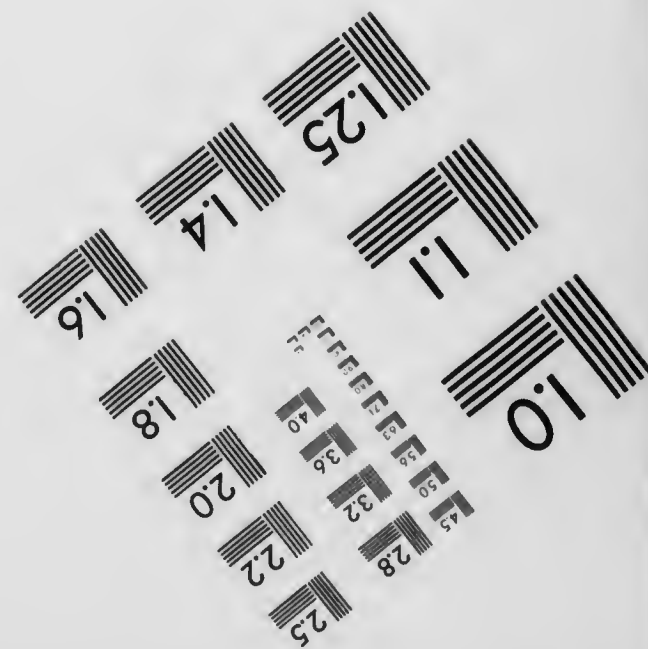
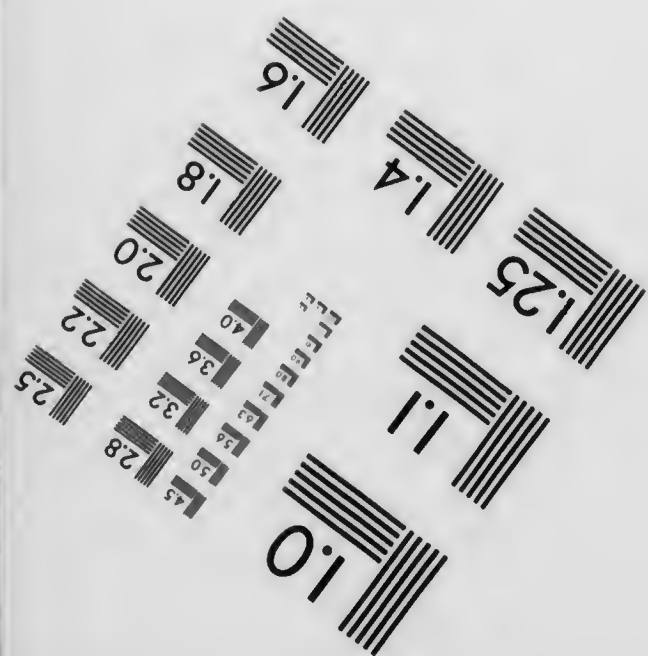
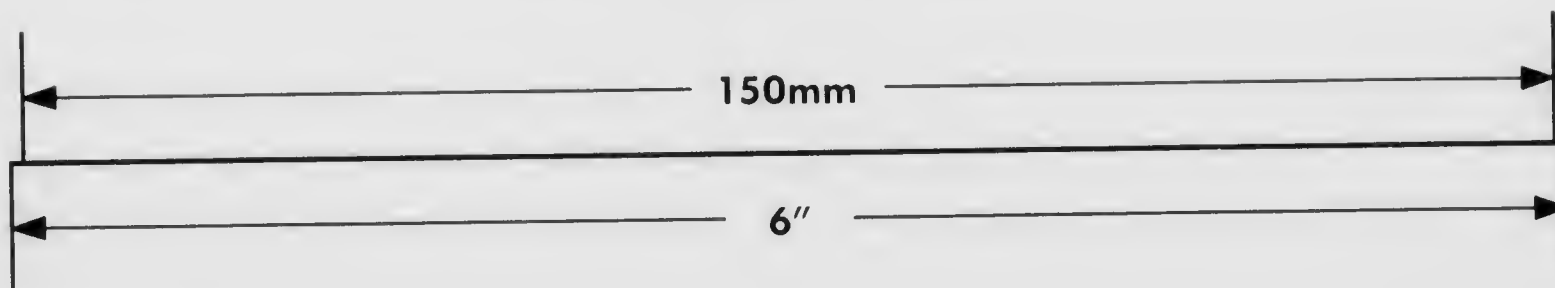
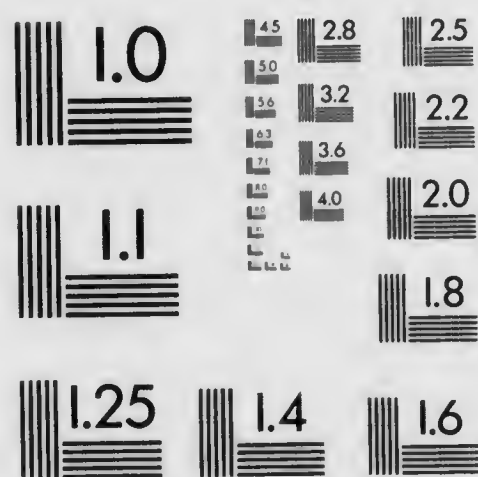
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# INTER-STATE Milk Producers' D

ISSUED MONTHLY IN THE INTEREST OF THE DAIRY FARMER I

Vol. XVII

West Chester, Pa., and Ph.

Dept. of Agr. Economics  
N. Y. State College of Agr.  
Cornell Univ.  
Ithaca, N. Y.

No. 1

## Sign-Up Work Advances

### Producers Show Wide-Spread Interest in New Inter-State Cooperative

WITH MAY before us we feel that the sign-up work for the Inter-State Milk Producers' Cooperative will take on added speed. Approximately 2000 signed marketing agreements are now in the office. They come from every part of the milk shed, representing producers supplying practically every dealer in Philadelphia, large and small, and many dealers in secondary markets.

Especially gratifying has been the response of producers who have never before belonged to a milk marketing cooperative. Of the 2000 contracts in the office about 140 are signed by such producers, indicating that they believe in this program, that they want an active and strong cooperative, regardless of previous attitudes.

In considering the new sign-up program we must recognize the difficulties which have been faced. The sign-up work started during a rainy period in which many roads were almost impassable. Floods followed which stopped entirely the ground work and prevented meetings in a large part of the territory. Since the weather has improved every farmer has been busy trying to catch up in his farm work. The ground work is now laid. The leaders in almost every community understand the new plan, are versed on the terms of the new marketing agreement and the reasons therefor. They know the new plan of electing directors and of bringing control right back into the hands of members.

These leaders, and for that matter practically all members, know the rumors and the arguments that have been circulated about the new Cooperative and how these very arguments prove that we must have an organization of our own—with control in the members' own hands. The reasons for these insidious statements are plain. As the true

reasons and full significance of these arguments and rumors are generally understood we feel that they will be a direct cause of convincing many producers they should sign.

Excellent as the sign-up has been up to date, we feel that we are really just ready to go—that from now on new marketing agreements will come in faster and faster.

Will you help? If you have not signed up yet, do so at your first opportunity. If you have, discuss it with your neighbors and induce them to sign up—or better still, get some blanks and sign them up.

The quicker this is completed the quicker your Cooperative can get under way and extend to you the new services it plans.

## Fear Milk Shortage Next Fall

Although there is a regular seasonal surplus of milk during May and June and there is a possibility that this surplus will be abnormal this spring, *there is grave danger of an acute shortage of milk in this area next fall, from October to December.*

We urge every producer supplying Philadelphia to plan to produce at least as much milk next fall as he did last fall—and somewhat more if possible.

Should we in this milk shed fail to supply enough for our market there is a strong possibility that the milk shed will be extended. If that happens we will have to count on keeping those producers in our milk shed permanently—and share our market with them the rest of the year.

This danger of shortage appears general in the Northeast. The Dairymen's League of New York has announced a bonus plan for producers who increase their production next November over last November. Other nearby markets are seriously considering similar moves in order to prevent any such shortage.

*Every Inter-State member—every producer—must make it his own job to see that he produces at least a normal amount of milk next fall.*

Are You Planning  
to Buy a

Milk Cooler?

We Can SAVE You Money

See Page 16

Use every effort to keep the water clean in your milk cooling cabinet. It takes a lot of electricity or ice to cool a fresh supply of water down to 36 degrees.

Wave of Low Tests

We are experiencing a period of low test of milk over the entire milk shed, according to results of tests and check tests made by the Field and Test Department. Records kept by that department over thirteen years show that this frequently happens following extreme weather and before pastures open up. An unusually heavy demand for check tests is directly traceable to this condition.



## More Questions Answered

**K**EEN INTEREST is being shown by milk producers, both within the present Association and among those who have never been members, about the new Inter-State Milk Producers' Cooperative which is now being organized. Questions are asked at meetings and on farm visits which show that producers generally are studying the new set-up.

These questions concern principally the new marketing agreement, its probable operation, its protection to the individual member, and the protection to the membership as a whole as represented by the Cooperative.

Some of the more important questions that have been asked and the condensed answers are given here because we feel that the same questions are in the minds of other producers and by answering them in the REVIEW a better understanding of the entire set-up will help in reaching a decision to sign the new marketing agreement.

*Will the new organization bring back the base-surplus plan?*

That will depend upon whether the members show that they want it. Should they show a substantial majority in favor of the plan the Board of Directors would be obligated to take steps to re-instate it.

*What will the new Cooperative be able to do about these milk statements that are so complicated no one can figure them out?*

That will be one of the first problems that will have to be worked out. We believe that a simplified statement which gives full information can be agreed upon between our sales committee and the dealers.

*Is it your intention to set up a market pool so all producers who deliver the same quality of milk will get the same price?*

Although the marketing agreement gives the Cooperative that power, it is not the intention of the directors or the officers to use that power until the market needs such a pool. With only a slight variation between the average prices paid by most of the dealers the cost of operating such a pool would be greater than any benefit to be gained from a uniform price.

*Will the Cooperative transfer a farmer from one dealer to another even though they are satisfied with each other?*

That will not be the policy. Such action would be taken only in extreme cases, such as when a saving could be made in hauling costs so as to net the producer a better price. As a general rule, there would be few transfers except from dealers who have more milk than they need to those who are short of milk and such changes would almost invariably bring higher prices.

*What can the Cooperative do about hauling milk for its members?*

In cases where a group of producers request it, the Cooperative will make a complete canvass of their hauling problem and then, with their help, take such steps as may be found advisable to give them satisfactory hauling at a fair price.

*Selection of the hauler will, as a rule, be left with local people.*

*Will the Cooperative operate its own receiving stations?*

No, at least not until such time as such a step may become absolutely necessary.

*Is the Cooperative going to build plants to handle surplus milk?*

This is another function that will not be undertaken unless conditions should arise which would make no other choice possible. Fluid milk and cream, plus the milk that goes into chocolate, use up so much of the total available supply in this milk shed that the small amount left would not permit economical operation of surplus plants.

*How would you take care of surplus?*

Any milk in excess of daily needs for fluid milk and cream would likely be skimmed and the cream sold, or stored as 40% cream until such time as a suitable market could be found. Seldom, if ever, would any of this cream have to be made into butter. We would not be justified in taking over this cream unless we felt that we could handle it to better advantage than the dealer.

*Will the Cooperative collect from the dealers and pay the members with its own checks?*

The marketing agreement permits this but here is one detail that will have to be worked out with the dealers when the agreements are put into effect. It is probable that the larger dealers will continue to send checks direct to the producers while some of the smaller ones, especially those for whom we handle surplus, will pay the organization with one check, we paying the producers.

*Who will collect the commission for the organization?*

In cases where the dealer sends his checks direct to individual producers he will deduct the commission and send it to the Cooperative. When we send checks to individual producers that will be deducted in our own office.

*What will happen if a dealer refuses to deduct the commission?*

In addition to the legal steps open to the Cooperative to collect overdue commission, it could be demanded that thereafter he pay the Cooperative in full for all milk delivered to him by members of the Cooperative. The payment, less commission, would then be sent by the organization to its members.

*Will the new organization protect its members from unreasonable regulations or unfair interpretation of regulations?*

The matter of regulations is one of the biggest problems confronting producers today and for that reason is of similar importance to the management of your Cooperative. Every effort will be made to see that any new regulations are fair and reasonable and that present regulations will be interpreted uniformly among all producers and on a basis that will help insure high quality milk without causing unnecessary expense to the member.

*Will the new organization be able to save its members any money on the purchase of dairy supplies?*

That will be entirely possible. What is done along that line will depend upon at least two things: What the members ask for and what can be arranged with manufacturers or distributors of such supplies.

*Can this marketing agreement be changed?*

No, it can not be changed. The agreement does give the management broad powers in certain respects and some of these powers may not be used until some future time as market conditions may make it advisable to use them, or when the membership as a whole may request that those powers be used.

*When will the new organization start operations?*

It will be two or three months according to present appearances. A resolution passed at the 1935 annual meeting of the Inter-State Milk Producers' Association stated that it was not to start operations until at least three-fourths of the active contributing members of the present Association are signed up.

*Are you just signing up farmers who sell to — Dairy? (This has been asked about several dealers.)*

We are signing up producers regardless of who may be buying their milk. Greatest efforts are now being expended among those producers who are supplying Philadelphia and Wilmington markets.

(Please turn to page 11)

## Satisfactory Progress

As we go to press our new association has to its credit about 2,000 marketing agreements signed by producers. This is very satisfactory to me personally, especially when consideration is given to the number of producers who prefer not to sign an agreement at the meetings because propaganda has been spread that producers signing the marketing agreement would lose their market before the new organization would commence operation. About 100 percent of those fearful of losing their market signify their willingness to sign if someone will come to their farm and secure the signature and have assurance that the buyer of milk will not find out until a large portion of the milk is under agreement.

This procedure, of course, takes time and costs money.

I must call attention again to the fact that the marketing agreement now used by your association is out of date and is a direct cause of most of the difficulties encountered in the past few years. Therefore, it is either a new sign-up or there will be no association.

There is no need telling you what will happen without a strong cooperative in this large milk shed.

I hope every producer will take this seriously and sign the agreement—also encourage your neighbors to sign. Remember—everything the farmer buys is increasing in price, including farm labor.

Dairymen need a price increase soon and only organization will bring that about. Dealers and consumers generally will oppose an increase in price and will use organized pressure on the control boards to prevent such an increase.

United we stand, divided we fall.

*W. H. Rautbach*

### More Grass, More Profit In Milk Pail, Says Reed

Growing more grass pastures and legumes and less grain is not only good soil conservation, but is one of the best dairying practices for economical milk production. As a rule grass and legumes provide nutrients for dairy cows at a lower cost than grain.

But dairy farmers, who produce pasture and hay feed of a high nutritive value, find it pays to govern their hay-making and grazing practices, and methods for preserving forage. This was pointed out by O. E. Reed, Chief of the Bureau of Dairy Industry, U. S. Department of Agriculture, in an address before the Wisconsin Dairymen's Association.

"What we have learned about vitamins in the last few years, particularly with respect to the vitamin A values of various roughages and the importance of this vitamin to the dairy industry, will no doubt have considerable influence on our feeding methods in the future and on the methods we adopt for preserving forage crops or making hay," Mr. Reed said.

"We have found in our research work that pasture grass, hay, silage,

and other roughages vary in carotene content, or vitamin A potency, and that the same feed varies according to its grade or quality. The green color of grass and roughage is a rough index to its carotene content. If this quality is to be conserved it will be necessary to make the crops into hay or silage without undue loss of color."

### Institute Program Carries Diversified Subjects

Twenty-five meetings and commodity conferences at which are scheduled more than 100 speakers and subjects for discussion will be crowded into one busy week during the twelfth annual American Institute of Cooperation at the University of Illinois, June 15 to 19.

"Every factor and development affecting the cooperative movement will be examined in the light of expert testimony," declared Charles W. Holman, secretary. "From general talks, the program will be developed through discussion groups led by nationally and internationally recognized authorities in their respective fields. Finally, every individual will be given the opportunity of participating in intensified

work-shop analyses of all phases of farm organization activities."

Although attendance is expected to reach 3,000, Holman reported that ample facilities are available, with exceptional accommodations at students' rates. Early reservations are advisable, however, through the Institute's Washington headquarters.

As in former years at other leading educational institutions, the University of Illinois is offering students a four-week credit course in agricultural marketing starting concurrently with the Institute sessions. No scholastic prerequisites, however, are required for others who attend and the meetings are open to everyone interested in agricultural cooperation. There are no registration charges or fees.

The morning sessions will be devoted to consideration of general subjects of interest to all cooperatives. Each afternoon the delegates will have the option of attending one of several commodity conference groups. There will be several evening meetings, and a number of entertainment features have been planned.

You can't do the right thing the wrong way.



## INTER-STATE MILK PRODUCERS REVIEW

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**Milk!!!**  
**The Food**  
**For All Ages**  
**USE IT LIBERALLY**

### Peace vs. War

An Englishman bought a farm in the Boer country of South Africa just before the Boer War for 47 cents an acre. The English government then proceeded to spend \$45 an acre to gain control of that country by means of military conquest. According to Grover Clark, Consultant on Far East affairs, this is typical of the facts in almost every military conquest ever carried out.

It is mentioned here as a striking example of the value of peaceful settlement of any and all difficulties—whether it be milk price or terms of sale, line fence trouble, stray animals, or a highway accident.

Peaceful methods, based on fair play, will continue to be the policy of the Inter-State under its new cooperative set-up.

### More Cows In New Jersey

New Jersey farmers are greeting the recuperation of milk and egg prices by expanding their dairy herds and poultry flocks.

There are 21,000 more milk-producing cows in the state than in 1930. The total number of chickens raised for all purposes was a million above that of the previous all-time high established in 1929.

The crop report for 1936 states that on January 1, 1936, there were 139,000 cows and heifers at least two years old on New Jersey farms, besides 18,000 yearling heifers. Six years earlier, cattle population was 118,000 milkers and 16,000 young stock.

The 1935 milk income of New

Jersey farmers was estimated at \$25,500,000. In 1932, the milk income was \$19,426,000, produced by 120,000 cows. Thus, the average production value per cow has risen from about \$162 in the year preceding milk control to \$183 three years later.

### Milk Coolers At A Saving

Your Association has just completed arrangements to give all members a new and valuable service. Starting at once, a substantial discount is available to any member of the Inter-State Milk Producers' Association who desires to buy a mechanical milk cooler.

Representatives of two well-known manufacturers came to our Association to offer this privilege to the Association. In addition, members have asked upon numerous occasions whether the Association could not arrange to handle equipment of this kind for its members. This arrangement is now in effect and should enable many members who are contemplating buying milk coolers to make a real saving. The entire discount offered the Association is being turned over to members who place their order with the Association.

This action may result in the cancellation of some advertising carried in the REVIEW and may cause other advertisers who were considering the REVIEW to leave it out of their advertising schedules. This would deprive the Association of some revenue but the amount is comparatively small, and, considering the possible savings to members, is actually insignificant.

We feel that our first duty is to you members of the Association and if we can save you money by such an arrangement we are determined to do so.

For more complete details about these milk coolers and the arrangement we are offering see the advertisement on the back page of this issue.

### Cow Prices Are High

It took more milk to buy a dairy cow in 1935 than at any time during the preceding thirty-five years, according to a report by L. C. Cunningham of the New York College of Agriculture.

With the price of dairy cows in New York State at \$80 per head and the farm price of milk averaging \$1.73 per hundred pounds, the income from 4624 pounds of milk was needed in order to pay for one cow. The amount required in 1929 was 4621 pounds. This information is reported in the March, 1936, issue of Farm Economics.

### Control Board Holds Hearings at Media

The Pennsylvania Milk Control Board has held two public hearings at Media at which were discussed the establishment of a new milk marketing area, and the establishment of a flat price for all milk bought by dealers for sale in the proposed new area.

The hearings were held at the request of the Delaware County milk exchange and the proposal to establish a separate milk marketing area for those counties, certain sections excepted, was advanced by that group. They expressed the opinion that the problem facing dealers in that area was different than for Philadelphia and was also different than is encountered in smaller towns at a distance from any metropolitan center.

The proposal of \$2.25 flat price for 3.5 percent milk was offered, they asserted, because it was felt that small dealers were handicapped under the numerous classifications now in effect. A flat price would eliminate a lot of bookkeeping detail that was expensive to them. The suggestion was made, in connection with the flat price proposal, that each producer be limited as to the maximum deliveries he could make. Several individual producers appeared in support of the dealers' demands.

The first hearing was held on March 18 and another on April 15. No indication has appeared as to what action the control board is likely to take on these requests.

### What Cooperation Does

"Cooperative marketing robs no man or group, and rewards its patrons in accordance with their intelligent use of the principles involved. Those who fear that modern business life can crush agriculture and leave peasants upon our soil, have forgotten that the farmers and the small producer, and also the small consumer, can combine their dollars, their brains, and their productive power along mutual lines, and match the millions and the leadership of our greatest corporations."—L. J. Taber, Master National Grange.

Good land use practices are the tools for hewing out a more prosperous agriculture.

Diner: "I see that tips are forbidden here."

Waitress: "Bless your heart, sir, so was the apples in the Garden of Eden."

### City Labor Gets Big Share of Consumer's Milk Dollar

The cost of labor comprises a surprisingly large part of the retail price of milk. The members and management of the Twin City Milk Producers' Association (St. Paul-Minneapolis) are having this driven home to them forcefully.

Labor unions in those cities are demanding an increase in wages for plant employees, this cooperative owning many plants. Minimum wages are now \$100 a month and the average wage is \$124 a month. The demand is for a minimum of \$136.50 per month for unskilled labor. The Cooperative's officials assert that many farm boys, sons of association members, would be glad to take those jobs for \$90.00 a month.

In protesting the demands of the union to the Employer-Employee Board of Minneapolis, the association calls special attention to the fact that city labor now gets \$2.92 for every 100 quarts of milk handled. Contrasted to this, the farmer gets a total of only \$3.08 for 100 quarts of which \$.69 is left for labor after feed, taxes, investment and other expenses of production are paid. The city labor was divided with 50 cents for 100 quarts going for labor inside the plant and \$.24 for delivery and salesmen's labor.

These figures are based on an average farm price of \$1.42 per 100 pounds of milk during the year 1935.

Charts were submitted showing the distribution of expense, almost as much going to city labor as goes to the farmer for all his expenses, including labor.

### Farm Credit Continues Financing Work

No retirement of the cooperative Farm Credit Administration agencies from the farm financing field need be expected, Governor W. I. Myers assured farm press editors at a meeting in Washington today.

"The emergency program of lending Government money to refinance farm debts is almost finished," Myers said, "but the cooperative agencies, like the land banks and the production credit associations, are intended to be permanent and they will continue to go forward with farm lending in any section where there is a need and a basis for such credit.

"The second mortgage debt refinancing of the Land Bank Commissioner is passing out of the picture" and the emergency short-term loans made during the depression are steadily being liquidated, which means a lessening need for

Government money lending to farmers. But the cooperative agencies making loans with investors' funds are increasing their volume of new loans.

"A much larger proportion of Federal land bank loans is going to purchase farms and for other normal financing purposes, while the money supplied for current farm operations by the production credit associations last year was double the 1934 figure and loans this year are running 20 percent ahead of 1935."

### 39 States Now T.B. Free

The United States Department of Agriculture has added Connecticut to its list of states practically free of tuberculosis. This brings the number of complete states listed as modified accredited areas to 39.

### Dairy Show Adds New Cow Class

A brand new class never before featured will be added at the 1936 National Dairy Show to be held October 10 to 18 in connection with the Texas Central Centennial Exposition at Dallas. This is the "three generations of females" group and calls for a trio made up of a cow, her daughter and her granddaughter. It is sponsored by W. S. Moscrip of Minnesota and is expected to prove very popular as a stimulus to interest in constructive dairy cattle breeding.

This innovation is a part of the classification presented by a special committee made up of representatives of the five dairy cattle record societies. Heaviest cash awards are scheduled for animals bred by their exhibitors and those which are real milk and fat producers. Dean H. H. Kildee, Iowa, chairman, says of the 1936 Prize List, "We have tried to plan classes for the National Dairy Show. 'The Court of Final Award in the dairy cattle world', which will be most practical for the exhibitor and most educational for the ringside. We feel that recognition must be given the breeder of good cattle. Especially when his animals have proved themselves at the pail, do we feel that extra cash awards should be made."

### Co-Ops Maintain Position

We have not heard of a single important milk producers association which was wrecked during the year. On the other hand, reports come to our desk almost every day of industrial concerns which have been forced into bankruptcy. Many railroads are operating only because they have secured liberal loans from the government. We think it is an

achievement of cooperative marketing that practically all cooperatives have survived the constant opposition which they have encountered, and have constantly grown stronger financially and able to serve their members better.

### Allebach In Chicago

We have just received word from H. D. Allebach that he has completed preliminary work with the National Producers' Committee of Evaporated Milk and that this committee has established permanent offices in Chicago. Mr. Allebach's headquarters are in that office and he will direct most of his field work from there.

In his letter, Mr. Allebach expressed a keen interest in the Philadelphia market and stated that he wants to be kept informed of market conditions, new developments, and other matters of interest.

Call your fieldman for help on quality, test, weight or payment problems.

### Inter-State Milk Producers' Ass'n

Incorporated  
401 N. Broad St.  
Philadelphia, Pa.

Representing over 21,000 Dairy Farmers  
in the Philadelphia Milk Shed

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# A Director Has a Real Job

By E. A. Stokdyk

**A**MONG THE FIRST duties of a director of a cooperative is that of regularly attending meetings. This ought to be too obvious to need a statement, but unfortunately many directors don't appreciate the importance of this duty. A director cannot vote by proxy, and the only way for him to exercise his right to vote is to attend the meetings. By failing to do so, his vote becomes just another "lost ball."

Directors formulate the policy of the association—its course of action to be followed rather consistently over a period of time. For example, in creamery operations a board of directors might adopt the policy of making payment to members on a quality and grade basis. By the same token, directors should employ a manager who will execute the policies of their board honestly and efficiently. The board decides, through the adoption of policies, what should be done, and the manager exercises his judgment as to when and how to do it. In cooperative egg associations, the board may decide to store eggs; but it is up to the manager to decide when to store and when to withdraw the eggs from storage.

## Who Hires Employees

Another prerogative of the directors is to decide to empower, or not to empower, the manager to hire and discharge all other employees. The practice of giving the manager such power is sound, because it fixes responsibility and tends to promote harmony among employees. The board should decide, however, what positions shall be created in the organization. For example, a board of directors may decide that the association will create the position of field service manager and what salary shall be paid such an employee; but the general manager will do the selecting of the employee who is to fill that position. As a rule, all employees should be placed on a month to month basis without contracts.

To approve or disapprove budgets or expenses, including the salaries of all employees, as submitted by the manager or a committee of the board, is still another duty of that body. Also, to make contracts for the association and to borrow money in the name of the association. This is done by resolution, which gives certain officers or employees the power to execute contracts or loans.

**W**ith the establishment of the new Inter-State Milk Producers' Cooperative and the election of directors within the districts they are to represent it seems especially important to acquaint the members with the work and duties of directors. We are giving you, therefore, the full article by E. A. Stokdyk, president of the Berkeley Bank for Cooperatives, who is in an excellent position to observe the work and results of numerous Pacific Coast cooperatives.

The following article appeared in the April issue of "News for Farmer Cooperatives" published by the Farm Credit Administration. We urge you to study it, keeping in mind that the entire Board of Directors of our new Cooperative will be up for election when the first annual election is held.

Another duty of the board is to determine the amount of money to be advanced to members upon delivery of products to the association; to determine, also, after a consideration of the operating and financial statements, by-laws and contracts, what total payments to members shall be. This perhaps is one of the most important functions of the governing body.

## Directors Engage Auditors

Advertising policies—whether or not to advertise the commodities handled by the association, how much to expend and what brands shall be advertised: here is another of the powers invested in the directorate.

The directors—never the manager—should be the persons to employ a competent, non-interested person to make an audit of the records of the association, at least annually. The board also should review, study and analyze such audit reports as well as all reports submitted by the manager or committees of the board.

If the products of the members are pooled, it is up to the board to decide the number of pools, the length and kind of pools, as the case may be. When pools are closed, the board determines whether or not each has borne its fair share of overhead expenses. If more than one commodity is handled, the directors—and not the manager—are the ones to determine what proportion of overhead expenses each shall bear.

Theirs is the duty to determine the size and character of the reserves which the association will establish and designate what items shall be charged to the reserve.

As a matter of good policy; first, no director of a cooperative should engage in a rival business; no director, during his term of office, should make a contract for profit with the association differing in any

way from the business relations accorded regular members; and—thirdly—no director should be an employee of his association more than thirty days in a year.

## Electric Fence Holds Cows

Cows accustomed to breaking through to greener-looking grass on the other side of the fence are due for a shock, if dairymen who are interested in electric fencing decide to use it.

Prompted by numerous inquiries from dairymen, the New Jersey Agricultural Experiment Station, Rutgers University, has enclosed two pastures at its North Branch Station in Sussex County with electric fences. Tests now under way are expected to reveal advantages and disadvantages of this new method of keeping cows within bounds.

One wire is used, and cows coming in contact with it receive a "powerful jolt" but not enough power to injure them, according to W. C. Krueger, the Station's extension agricultural engineer. Any possibility that stubborn cows might "freeze" on the wire is obviated by a controller unit which makes and breaks the electric circuit.

Dairymen who have experimented with electric fencing say it is less expensive than ordinary types, and is easier moved. Its effectiveness, they say, is complete.

Better mend one fault in yourself than a hundred in your neighbor.

"I envy the man who sang the tenor solo."

"Really? I thought he had a very poor voice."

"So did I, but just think of his nerve."

# Milk Prices — March, 1936

Weighted Average Prices of 3.5%, Grade B Milk

Receiving Station	Mile Zone	Average Price
Bedford, Pa.	261-270	\$1.95
Brandtsville, Pa.	121-130	2.00
Byers, Pa.	31-40	2.11
Carlisle, Pa.	131-140	1.99
Centerville, Md.	91-100	1.84
Chambersburg, Pa.	151-160	1.99
Chestertown, Md.	81-90	1.87
Clayton, Del.	61-70	2.00
Coudersport, Pa.	331-340	1.91
Curryville, Pa.	251-260	1.94
Dagsboro, Del.	131-140	1.94
Duncannon, Pa.	121-130	2.01
Easton, Md.	101-110	1.975
Frenchtown, N. J.	61-70	1.98
Gap, Pa.	51-60	2.11
Goshen, Pa.	41-50	2.10
Hagerstown, Md.	181-190	1.80
Harrington, Del.	91-100	1.87
Huntingdon, Pa.	201-210	1.97
Hurlock, Md.	121-130	1.82
Kelton, Pa.	41-50	2.10
Kempton, Pa.	81-90	2.07
Kennedyville, Md.	71-80	1.89
Kimberton, Pa.	31-40	2.11
Leaman Place, Pa.	51-60	2.10
Lewistown, Pa.	161-170	1.99
Longsdorf, Pa.	141-150	2.01
Massey, Md.	61-70	1.87
Mercersburg, Pa.	181-190	1.98
Millville, Pa.	151-160	1.98
Moorefield, W. Va.	291-300	1.73
Mt. Pleasant, Del.	41-50	1.91
Nassau, Del.	121-130	1.85
New Holland, Pa.	61-70	2.11
Oxford, Pa.	41-50	2.10
Port Allegany, Pa.	321-330	1.915
Pottstown, Pa.	41-50	2.12
Princess Anne, Md.	131-140	1.83
Providence, Md.	41-50	2.02
Red Hill, Pa.	41-50	2.11
Ringo, N. J.	51-60	1.99
Ronks, Pa.	61-70	2.09
Rushland, Pa.	21-30	2.12
Snow Hill, Md.	161-170	1.92
Spring Creek, Pa.	400-	1.88
Sudlersville, Md.	71-80	1.90
Townsend, Del.	51-60	1.90
Waynesboro, Pa.	171-180	1.98
Zieglerville, Pa.	31-40	2.12

We are not carrying the average prices received by producers whose milk is hauled direct to Philadelphia because of variations among dealers in methods of determining hauling charges.

Prices of direct shipped 3.5% milk at Philadelphia as carried in Pennsylvania Milk Control Board Order 24 as amended, are \$2.50 for Class I and \$1.80 for Class II, f. o. b. dealer's plant. Prices of other classes, f. o. b. loading platform nearest producer's farm, are Class III, \$1.63; Class IIIB, \$1.59 and Class IIC \$1.33.

Average prices of those receiving stations in New Jersey at which milk is bought on the base-surplus plan and at Rising Sun, Maryland, are not included because of the difficulty of determining an average price when the basic-surplus plan is used.

## Co-ops Challenge Youth In Future

Farmer-owned and farmer-controlled cooperatives represent one of the great responsibilities of the future for farm boys and girls, according to Dr. F. A. Harper of the New York state college of agriculture.

This means, he says, leadership in the development of existing cooperatives and the promotion of new ones when the opportunity strikes.

"Farming still remains primarily a family business, with little hired help on most farms. The evidence is that this system will not change much. Little chance appears to exist for most types of farming to become concentrated into large corporations for which most farmers would work as hired laborers."

"If farming in the future is to remain in relatively small units of management," says Dr. Harper, "then it follows that cooperative business is one of the major problems of farming that young persons should study and promote."

"Its importance is due to the advantages of large scale business in purchasing supplies and marketing farm products, the same as corporations enjoy, and also to protection by a group interested in the farmer's welfare. Certain jobs, such as the supplying of feed, may be passed on to the cooperative to be done better or more efficiently than is possible for the farmer as an individual."

## 650 Times More Soil Loss When Rows Follow Slope

A sloping plot of ground near Ithaca, N. Y., planted last summer to potatoes in rows up and down hill, lost 650 times as much soil and 14 times as much water from July 7 to November 15 as two adjoining plots planted to potatoes, oats, and clover in strips across the slope. The three plots—at the Arnot erosion experiment station of the Soil Conservation Service—were each 21 feet wide and 311 feet long, with a slope of 7 percent on the upper half and 14 percent on the lower.

The plot planted up and down the slope lost almost 14 tons of soil per acre and nearly 14 percent of 18 inches of rainfall. The two strip plots each lost only 43 pounds of soil per acre. The run-off was 1.1 percent on one plot and only 0.35 percent on the other.

The Arnot station, first in the Northeast, has completed its first year of operation.

When writing REVIEW advertisers mention the MILK PRODUCERS' REVIEW.



# The Cooperative Community

ELIZABETH MCG. GRAHAM, Editor

## An "I-Q" Test For Gardeners

HANNAH MCK. LYONS, M.D.

Many times as the children ran home with a story of "IQ Testing" at school, we have wondered how we would measure! Here is a most unique handling of a subject very timely right now and in time to help improve our gardening IQ's.

Mrs. Ethel Sparks writes for her own Garden Club, Ridgewood, New Jersey, the following which was published in the Bulletin of their own club.

- 1—(a) Like Topsy, has your garden "just grown" or has it had a definite plan? How closely has the plan been followed?
- (b) Has the garden ever been considered in its entirety instead of as a series of unrelated parts?
- (c) Are the walks and drives straight forward and to the point, or do they look as if they had been laid out by someone suffering with St. Vitus dance?
- (d) Is it crowded? Is it too overgrown? Is it too thinly planted?
- 2—(a) What is the planting around the foundation of your house? Is it a ribbon? Is it a petticoat? Do you hide your house with an overcoat?
- (b) Does the planting age and date the house, and need a boy-bob?
- (c) Does the foundation planting have "Ballitis"; that is—has every shrub been pruned to a ball shape with disregard to the natural shape of the plant?
- (d) Is the planting monotonous?
- 3—(a) Does the border or boundary planting have too forward children, such as red, blue or yellow varieties?
- (b) Is the border a background of coarse plant material, and

(Continued on opposite page)



## The Line Fence — A Story of Neighbors

"Let's get together on this thing, Tom."

Early one morning, two neighbors stood talking at the fence which separated the two properties, talking of a matter which had been a source of uncertainty for years, of a matter that has perhaps caused more trouble than any other one thing in the history of real estate dealings—THE MATTER OF A LINE FENCE!

It was early April, in one of the prettiest valleys in Pennsylvania. A narrow strip of lovely fields, with prosperous homes and happy people. A bit of "America at its Best" nestled close between two mountains, which on either side rose high into the clouds and blended into the blue sky. In such places as these fine things have a chance to grow. Folks have time, or perhaps I should say, take time, to properly evaluate life. They take time to be neighbors, they take time to help those less fortunate, and they take time to be sensitive to the things which are fundamental. They are not carried away by a false sense of values, by fads and fancies, by the things which carry their city cousins into all sorts of trouble and situations.

"Though we travel the world over to find the Beautiful, we must have it with us or we find it not," is as true today as it was when Emerson framed the thought, but only in rare instances does one catch a glimpse of what was in his mind—and certainly never in the confusion of the larger towns and cities.

It is not strange then, that within a valley of this sort in the Philadelphia Milk Shed one should find human material well prepared for the Philosophy in Cooperation. They have already learned that Cooperation is the Only Way, whether it be Business, Education or Religion. Folks like these have no time to waste, no energy to expend, no money to throw away on silly human bickerings.

"Let's get together on this thing, Tom. Let's talk it over. Let's COOPERATE."

We smile in an amused manner when we hear of the way in which folks beat their heads against the Wailing Wall in Jerusalem, and yet, isn't that the very thing we waste so much time and energy doing? Why? Because we ever do the easiest thing, we follow the path of the least resistance, we let some one else do our thinking for us.

But these men who stood talking at the line fence this sunny spring morning had long since caught the vision of the Cooperator. Tom said, "Sure we can get together, sure we can cooperate, we'll have a surveyor come over and fix this thing up for us."

"Of course we will," answered the other, "and I'll be glad to pay my share too, for years we've wondered about this line and it will be a good thing to have it fixed up right."

As Tom walked away with the Inter-State representative who had been standing nearby, he said "It is mighty fine to have good neighbors who are willing to meet you half way."

That night the Inter-State representative picked up his local paper and in the Court news read of a lawsuit over some other line fence; of a trespass suit which had ended in a fight; of a number of petty grievances which had come into court because of a lack of understanding. And he thought, "WE HAVE ONLY JUST BEGUN TO SPREAD THIS GOSPEL OF COOPERATION. — THIS GOSPEL OF HUMAN UNDERSTANDING."

## Country Women of the World To Meet in the United States

"To tell all would take a week. I'll hit the high spots." So replied Miss Grace Frysinger of the Federal Extension Service and Chairman of the United States groups.

This is the third Triennial Conference and will be attended by at least 1500 delegates from 40 different countries. What an opportunity to meet and know some women from other countries doing and interested as our own "country woman." And you may attend! Miss Frysinger writes that "While the meetings are arranged by and for the international organization, we shall be

very glad to welcome any rural women to most of the sessions."

Of course, such a group could not come to Washington without a visit to the White House, and there will be a reception there the first day. Can you go as a delegate? Send your name, very plainly written, to Miss Frysinger that you may be properly announced.

A very excellent program is promised with new information and very fittingly planned, we are told, "to hold that peculiarly growing interest of the rural woman in the relation of farm products and international affairs."

## Counting (Verse For a Child)

Count one, the milking has begun.  
Count two, the pails are shining new.  
Count three, the cows are fine to see.  
Count four, the milk doth freely pour.  
Count five, 'twill make the children thrive.  
Count six, 'twill give them rosy cheeks.  
Count seven, for rich and poor 'tis given.  
Count eight, a treat for small and great.  
Count nine, no drink could be so fine.  
Count ten, O fill my cup again.

—Written by JOSEPHINE VAN DOLZEN PEASE for the Dairy Council.



## "Why I Am Interested in the Meetings of Our Local Letters From Inter-State Women

For a good many years our Local Inter-State meetings seemed to be for men only and not a large number of men were present, of course the family always heard a report of the meeting from the men, but somehow the women were never expected to be present. Later this was all changed and the programs were planned to interest the whole family and when the notices were sent out the women were not only invited but urged to be present. Now it is the usual thing to see as many women as men at our meetings.

One reason for this is a more varied program with some special music and several speakers—one of these is always our field man, who always brings us information on the milk situation and has helpful suggestions to offer and good advice to give.

At these meetings we are able to talk with women from other localities whom we never see at any other time.

Thus we renew old friendships and make new ones and this means much to farm women or indeed to any woman.

We need to attend these meetings to encourage our husbands in their work and interests and that we may become better informed in this important line of work.

So if you have never gone to these meetings, I would urge you to attend that you may also have many reasons why you are interested in your Local Inter-state meetings.

MYRA N. KENDALL,  
McConnellsburg, Pa.

"Why am I interested in my Local Inter-State meeting?" That question can be answered much easier than "Why have I attended the Local meeting?" for only recently have the men invited us to participate in this activity.

I am interested very specially in being intelligent in regard to problems arising from the marketing of our product and the visiting speakers always bring first hand information to us. At our last meeting we were delighted to have a member of the Inter-State's Women's Committee speak to us. She showed us that many of our duties on the farm were really privileges, thereby touching a phase we hear little of and I know that each person went back to his or her home with a greater appreciation of country life and feeling that it was an evening well spent.

A Woman's Committee in our own Local was appointed at our last meeting and they are preparing some interesting features for the next meeting and hope others will be attracted to come out with us.

The proper marketing of milk is of vital importance to us as farm women for milk turned into money buys the good things of life and we are glad to be intelligent and encourage our husbands to build up good herds of cows and produce the best possible quality of milk for market and home use.

So men, please invite us to all your milk meetings.

MRS. EARL NEARHOOF,  
R. D. No. 5, Tyrone, Pa.

## An "I-Q" Test —

(Continued from opposite page)

does it screen what it is intended to?

- 4—(a) Does the formal garden fulfill the true meaning of garden—"enclose place". Is it completely framed by planting?
- (b) Does the garden have a definite beginning and ending?
- (c) Is the design too complicated?
- (d) Does the garden have repose?
- (e) Is it an outdoor living room?
- (f) Is the pool a mirror to reflect the garden, or is it a mass of green? Is the style of pool right for style of garden?
- (g) Is some of the personality of the owner expressed in the garden?
- 5—(a) Are the colors in the informal garden graded and blended or is lack of planning excused by calling it an "old fashioned garden."
- (b) Is it a botanical collection or a harmonious family of selected plants?
- (c) Is the bird bath located for maximum protection of birds?
- 6—(a) Is the rock garden happily and suitably placed?
- (b) Is it a rock pile or a ledge of natural looking rocks, each stone embedded two-thirds its size in soil? Are the rocks native?
- (c) Is there any concrete showing like basting threads in a new dress?
- (d) Are the steps comfortable?
- 7—(a) Have you considered your garden design for winter as well as summer?
- (b) Does your garden get a parasol instead of an overcoat in winter?

And last—do you have a Community Garden Club, and do you belong?



## Secondary Market Policy Outlined by Board

### Home Rule For Local Problems

DEFINITE assurance of "home rule" for secondary markets within the Philadelphia milk shed was given by the Board of Directors at its regular meeting on April 22. At that meeting a resolution was adopted which outlined a general plan for such markets.

The plan was drawn up at the request of the local committee which is working on the Trenton market and was given tentative approval by the Executive Committee. The Trenton committee then studied the proposed plan and suggested a few minor changes following which it was approved by the Inter-State Board of Directors. The same tentative plan was submitted to the Wilmington market committee and was given full endorsement by that committee. This group has been functioning for about a year and its members felt that, on the basis of their experience, the plan should be a steadying influence on their market.

The proposals as considered by these local committees provide that a local advisory committee be established in each secondary market from which a local executive committee would be selected. These committees would serve on a "per diem and expenses" basis.

A local office would be set up at which would be handled all details of a strictly local nature and such other work as possible but turning over to the central office any work that could be done more cheaply there. A local manager would be employed, either on full time or part time, as the needs of the market would require.

The local manager, together with his local committee of producers, would be given authority to handle details on such activities as base rating, pooling, transportation, check testing, etc.

It is the general opinion that the local market committee be given as large a portion as possible of the commission originating in that market for carrying on the work of its office, field service, and similar activities. The central organization would keep only such funds as necessary to cover that market's share of the overhead and to build up the necessary reserve that would permit a guarantee of payment for the members' milk in that market.

The local committees and the Board of Directors felt that all secondary markets should be kept

on a reasonably uniform basis and that exceptions be made to a general policy only where local conditions required it.

It was generally agreed by all concerned that the Executive Committee of the Cooperative should retain the right to determine when enough marketing agreements in any one secondary market were signed up to start operations.

A similar plan has been in effect in the secondary markets in the Boston milk shed for several years and it is working out with remarkably good results. Producers' prices in many of those markets compare most favorably with the prices paid producers supplying Boston.

### Pasture Management At Low Cost

Pastures supply the least expensive type of feed which can be produced for the dairy herd. Well managed pastures greatly reduce barn feeding from early May to October, since the herbage on such pastures is rich in digestible nutrients. It has been shown that considerable improvement in the carrying capacity of pastures may be accomplished at small cost. Moreover, these inexpensive practices are a necessary introduction for the more intensive systems of management which may be adopted later.

A pasture management system involving little cash outlay, includes the following features:

1. Fence out the unsuited soil types, particularly sandy, shaley, and badly eroded areas, that are more valuable when utilized for forest or woodlots.

2. Clear all shrubs and trees from land retained in pasture, leaving a few trees along the fence row to provide adequate shade.

3. Mow the pasture 2 or 3 times during the grazing season to maintain the herbage in a palatable condition and to control weeds.

4. Divide the pasture into at least 2 fields, so that the grazing herd may be alternated. This provides more feed and helps to maintain milk flow with less barn feeding.

5. If possible, apply a dressing of manure to at least  $\frac{1}{3}$  of the pasture yearly, so that the entire pasture is treated once in 3 years. Manure may be spread during the fall, winter, or early spring.

6. Grow about 1 acre of temporary pasture crops for each 4 cows, to provide supplemental feed in July and August when permanent pastures are scant. Such crops as Sudan grass, mixtures of soybeans and Sudan grass, and spring seedings of oats and sweet clover, are entirely practical, and greatly reduce the need for feeding concentrates. The second growth of alfalfa and clover may also serve in midsummer on fields that are conveniently located for grazing by the milking herd.—Howard B. Sprague, Agronomist, New Jersey Agricultural Experiment Station.

### The Choice

Authorship of this little monograph is unknown, but it remains a classic of its kind, eternally worth consideration.

When the Creator had made all the good things, it seemed there was still some dirty work to do, so He made the beasts, and the reptiles and the poisonous insects; and when He finished He still had some old scraps left over that were too bad to put into the rattlesnake, the hyena, the scorpion, and the skunk, so He put these together, covered the whole with suspicion, wrapped it with jealousy, marked it with a yellow streak and called it a KNOCKER.

This product was so fearful to contemplate that He had to make something to counteract it, so He took a sunbeam, put into it the heart of a child, the brain of a man, wrapped it in civic pride, covered it with brotherly love, made it a believer in equality and justice, a worker for and supporter of every good thing in the community, and called it a BOOSTER.

Ever since, mortal man has had the privilege of choosing under what banner he will serve.—The Sunlight Courier.

Some farmers will sign a cooperative contract if they think it is a death degree for the middleman. Others will sign if they imagine it is like writing a letter to Santa Claus. Still others will put their John Henry on a contract if they believe they are going to be able to hold up the consumer. BUT the only farmer who counts in a cooperative is the fellow who signs up in full realization of the fact that he is going into business and that he is going to get results only by doing his full share of the job.—The Cowbell.

The Mississippi carries away 400,000,000 tons of good farm soil every year.

### More Questions Answered

(Continued from page 2)

Can both members of a partnership become individual members of the Cooperative?

No, membership must be taken out in the name of the owner which, in this case, would be the name of the partnership. If each could take out an individual membership that would give two votes for that one farm business.

Does the "pool" clause in the agreement mean that the bonus for "A" milk will be divided up among all producers?

Absolutely not. In spite of rumors that this can be done or that it will be done the "A" bonus will continue to go ONLY to "A" shippers who earn the bonus. It is true that the contract permits a "blended" price but that is what is being paid on this market right now. As long as the consumer is willing to pay a premium for a superior quality of milk it is the organization's duty to see that its members who supply that extra quality milk get their fair share of it.

If a member goes out of business what will be his relation to the Cooperative under this agreement?

He will be an inactive member and after 12 months have passed, his membership can be automatically canceled by the Cooperative.

Will a member's \$1.00 membership fee be returned when his membership is canceled?

Yes. Will it be returned if he withdraws at the regular withdrawal period?

Yes. Does the guarantee of payment for milk cover milk that is rejected by a dealer?

One provision in the agreement states that the milk must meet the requirements of the market where sold and for that reason such milk can not be included in the guarantee. To do so might induce carelessness in a very few producers who would depend upon your organization and the reserves you have helped build up to pay for milk that is not acceptable, and with assurance of payment that type of producer might not make any real effort to produce good milk. Should any member suffer frequent rejections it will be the Cooperative's duty to determine whether this is being done because the milk is actually of poor quality or because of prejudice.

The original noise counts—many people are only echoes.

One to four tons of water may evaporate into the air in one day, from a single tree.

## Kill Bacteria with

# HTH-15

### Always SAFE TO USE

● Dairy men everywhere are adopting HTH-15 because solutions made with this modern chlorine carrier kill bacteria—and are safe to use on metal equipment. HTH-15 comes in powder form—just add to water as needed—a little goes a long way. With HTH-15, there is no chance for waste through loss in strength, breakage, freezing or lumping. ● Because HTH-15 is so easy to use, because a little goes so far, and because it saves time and labor, it has set a new standard for low cost in dairy sanitation.

### THE LOW-COST WAY TO LOW-COUNT MILK

When you use HTH-15 you solve your high-count problems and at the same time you establish a low cost for your sanitary program. ● Try HTH-15 now. Let us outline a program that will more than satisfy every requirement you have to meet—at low cost. Handy measuring spoon packed in every tin.

Write for literature and free ¼-lb. sample.

The MATHIESON ALKALI WORKS (Inc.)  
612 60 East 42nd Street, New York

Sold in 2 Sizes

3 lb. can \$1.00  
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AVOID REJECTS—HTH-15 Helps You MEET THE MOST RIGID SANITARY REQUIREMENTS

## NORGE ROLLATOR POWERED MILK COOLER

WITH THE WILSON - VERTI - COIL CABINET

### SELF - CONTAINED — READY TO RUN

Cools Milk faster and costs less to run because of the famous Norge Rollator Compressor and Verti-Coil. No other milk cooler combines these two outstanding features.

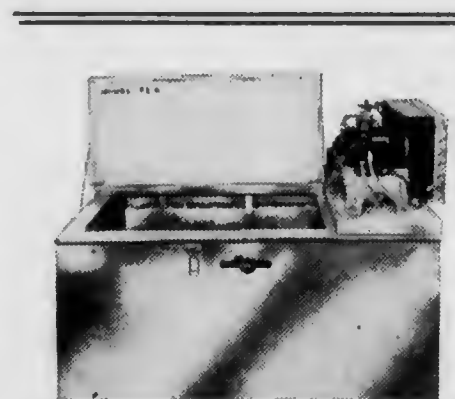
Before you buy any Milk Cooler, get full information on the newest and latest improvements incorporated in the Norge-Wilson Cooler. Years ahead of the entire field in efficiency—dependability and low cost of operation.

Can be furnished either Electrically or Gasoline Engine driven. The Verti-Coil and Norge Compressor can also be installed in your milk cabinet or vat.

Write for further information.

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Above Illustration shows Norge - Wilson Self - Contained Milk Cooler. Furnished in all sizes from 2 can to 27 can capacity.

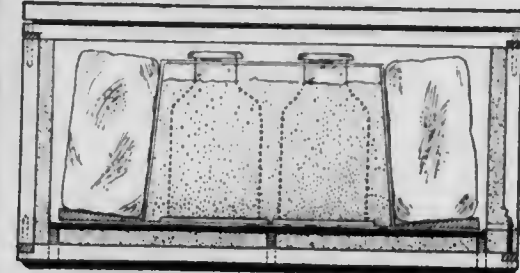
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## WILSON

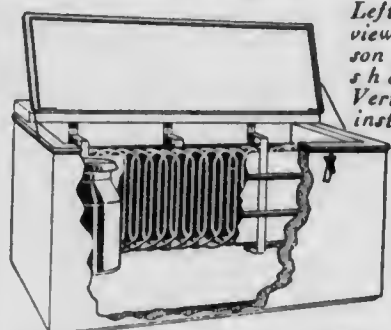
### —Only Convertible Milk Cabinet

A patented cabinet designed for Dry-Stored Ice, Wet-Stored Ice, or Any Mechanical Unit.



Showing patented construction of Wilson Dry Storage Cabinet. 400 lb. icing lasts 6 to 7 days. Water container removable for wet storage with ice or mechanical unit.

THE Wilson Dry Storage Cabinet cools milk faster and cheaper by storing ice in a compartment apart from milk and water and keeping it in full and constant contact with water container, by patented construction. Removing central water container makes cabinet instantly available for wet storage with ice or any mechanical unit. No other cabinet can be readily converted for these uses. No other cabinet has "Dry Zero" insulation; double-locked leak proof seams; live rubber gasket and positive lid clamp for high non-conductivity of outside heat; frame of Tide Water Red Cypress; etc. Write today for information.



Left: Open view of Wilson Cabinet showing Verti-Coil installation.

Below: New Wilson Rapid-Cooler Agitator.

SAVES time and money — "Verti-Coil", revolutionary new cooling coil, fits in back of any cabinet, cools milk faster, more thoroughly, by inducing natural water circulation. Only 5° to 7° variation of top and bottom water temperature, more room for cans; allows easy cleaning of tank; coils do not ice prematurely. This patented coil can be used with any compressor unit. Write for all the facts and also find out about the sensational new Wilson "Rapid-Cooler Agitator"—cools milk from 93° to 50° in 45 minutes at a cost of but 1¢ per day.

DEALERS: It pays to sell a milk cooler line with real features. Write for proposition. **WILSON CABINET CORP.** 116 Main St. Smyrna, Del.

The soil washed into the ocean along the eastern coast each year is sufficient to build 2,500 farms of 160 acres each.

His Room-mate: "You woke me out of a sound sleep."

Howard: "I had to. The sound was too loud."

## "Measuring" Cow Weights

MORE ACCURATE figures for estimating the weight of dairy cows and calves from heart-girth measurements are announced by the Bureau of Dairy Industry of the United States Department of Agriculture. This method has long been used in Denmark. But measurements used on Danish cattle often over-estimate the weights of American dairy cattle, sometimes as much as ninety pounds, largely as the result of differences in conformation.

Estimating the weight of livestock by heart-girth was common in colonial days. Livestock buyers carried a girth chain, instead of a tape measure, estimating weight on the basis of links rather than inches.

The new measurements begin with calves with a heart-girth of only twenty-six inches, which will weigh about 80 pounds, and progress by half inches to cows with a girth of 92 inches and weight of 1,975 pounds. Previous tables did not include animals with a heart-girth of less than fifty inches.

Estimates are surprisingly accurate, variations in weight when applied to different animals being no greater than often occur in an animal weighed two or three days in succession. They are based on actual weights and heart-girth measurements of more than 1,700 registered Holstein and Jersey cattle varying in age, size, and conditions. And tests have shown they can be used with accuracy for other dairy breeds.

Actual weights of dairy cows and

calves often are difficult to obtain on a dairy farm. But they are necessary, for example, for herd-improvement association records. Often also, an owner wishes to know the weights of young stock or veal calves. Measurements, as developed by the Bureau at the National Agricultural Research Center at Beltsville, Md., are:

Heart-girth Inches	Weight Pounds	Heart-girth Inches	Weight Pounds
26	80	60	637
27	84	61	668
28	89	62	700
29	95	63	732
30	101	64	766
31	108	65	800
32	118	66	835
33	128	67	871
34	138	68	908
35	148	69	947
36	158	70	987
37	168	71	1,027
38	180	72	1,069
39	192	73	1,111
40	208	74	1,153
41	224	75	1,197
42	240	76	1,241
43	257	77	1,285
44	275	78	1,331
45	294	79	1,377
46	314	80	1,423
47	334	81	1,469
48	354	82	1,515
49	374	83	1,561
50	394	84	1,607
51	414	85	1,653
52	434	86	1,699
53	456	87	1,745
54	478	88	1,791
55	501	89	1,837
56	526	90	1,883
57	552	91	1,929
58	579	92	1,975
59	607		

## Demand Is For Healthy Dairy Cows

Dairymen of this part of the country whose herds are free from disease and who have developed a high average milk production yield per cow, through herd improvement by means of good breeding and continuous records, should be able to find a ready sale for any surplus cows or heifers they may have in the herd, says Professor E. B. Fitts, of Pennsylvania State College.

Buyers who are looking for replacement cattle, either grade cows or purebred foundation animals, are making their selections with increasing care, continues Professor Fitts. Basic requirements are a clean bill of health and proved producing ability either by performance at the pail or, in the case of young animals, a strong milking inheritance. Other desirable characteristics are good type and strong rugged individuality.

Professor Fitts points out that while there is no shortage or scarcity

of dairy cattle in the country, yet there is a distinct shortage of good well-bred, high-producing cows and heifers from such cows. The general range of prices for dairy cows shows a wide and increasing divergence, according to the quality of the animals. Discriminating buyers recognize the value of health and producing ability and gauge their price offers accordingly.

Owners of high-producing dairy herds that are free from disease have an opportunity to develop a profitable market for any surplus heifers they may raise.

Teacher: "Name the Seven Wonders of the World."

Johnny: "I only know one of them and that was papa when he was a little boy."

Nothing can be produced out of nothing.

## Regular Bang's Retesting Plan Recommended

Too many dairymen are trying to control Bang's disease without a thorough understanding of how to do it, according to a committee at the New York state colleges of agriculture and veterinary medicine which is working on this problem.

Control, the committee says, means more than one blood test and the removal of the reactors. It recommends a plan of regular testing, the sale or segregation of the reactors, and care in the purchase of replacements. The advice of a veterinarian is also recommended.

"Many dairymen who have tried to stamp out Bang's disease started with good intentions. They tested their herds, found the reactors, and sold them. Then, no more tests were made. In time, the same difficulties arose. Breeding troubles and sterility increased, and milk production dropped, and the dairymen found themselves in no better position than at the start. Such mistakes could have been prevented."

The committee says hundreds of dairymen are making definite progress in control, because they follow the rules. The rules are based on a thorough understanding of the trouble and on the proper use of the blood test, which, it says, is accurate and reliable when conducted by a competent person. The committee points out, however, that the blood test alone does not solve the problem but that right methods of herd management must accompany it.

● Social tact is making your company feel at home, even though you wish they were.

In too many cases land use has come to mean land abuse.

## Prices Paid Producers On Other Markets

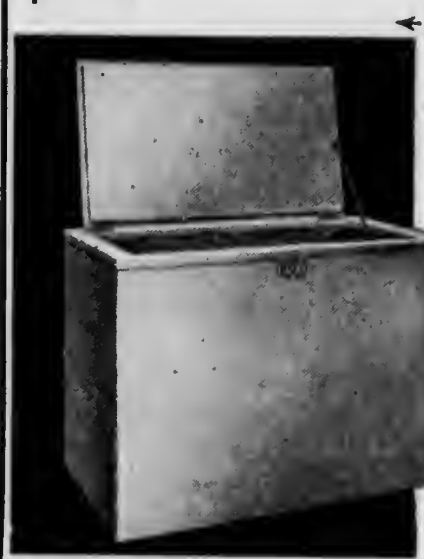
Class I price 3.5% milk for April, Weighted Average price for February (F) or March (M). All prices f. o. b. city market except as indicated.

Market	Class I Price	Retail Price	Weighted Average Price
Philadelphia	\$2.50	11¢	\$2.36
Pittsburgh	2.38	11	1.825 F
Baltimore	2.38	12	?
Washington	2.78	13	2.68 F
New York City	2.445	13	1.92 M
Detroit	2.48	12	2.11 F
Hartford	2.94	13	2.555 F
Portland, Ore.	2.05	11	1.827 M
Akron	2.10	10	1.90 F
Milwaukee	2.05	10	1.78 M
Boston	3.306	13	?
Providence	3.22	13	2.86 M
St. Louis	2.10	12	1.94 F
St. Paul	1.85	10	1.84 F
Wheeling	2.10	11	1.84 F

† Blended price of fluid milk and fluid cream. \* Prices apply 201-210 mile zone.

## ICE COOLED MILK Brings Greater Profits

Get an ESCO Ice Milk Cooler. It reduces your bacteria count . . . raises the quality of your milk . . . and brings you greater profits.



Model "R" ESCO Ice Milk Coolers . . . an inexpensive line that is popular . . . efficient and durable.

Model "DR" ESCO Milk Coolers provide dry storage for ice. You can control your temperature and the amount of ice you use.

You can get a two can Model "R" Cooler for only \$45. F.O.B. Factory.

WRITE TODAY . . . Get Free Booklet. It shows how a small investment can earn real profits for you.

ESCO CABINET COMPANY  
536 E. Biddle St. West Chester, Pa.

ESCO is the Original Patented Milk Cooler



## Yes! We

have solved printing problems for others.

What are yours?

The quality of our printing is apparent when you get the job. The economy is apparent when you get the bill.

## Horace F. Temple

INCORPORATED

WEST CHESTER, PA.

## WHOA! BULL!

It's a ONE-WIRE PRIME ELECTRIC FENCE

Simplest, cheapest, most amazingly effective fence. Positively turns all livestock. Controller plugged into any light socket or battery, gives wire a sharpening. Livestock won't go over or under it. It gets their goat, but won't harm a child.

SATISFY YOURSELF AT OUR RISK  
Save 80% fence costs. Posts 3 rods apart. 10¢ monthly pays for current for one to 200 acres. 30-day trial, money-back guarantee.

ASK FOR FREE DEMONSTRATION  
Obtain FREE CATALOG from John W. Woll, Newtown, Pa.

"Well, Mose, how is your better half this morning?"

"She's better, thanks, sah; but boss, you shore is careless with your fractions."

Those who pride themselves on being hard boiled are often only half-baked.



Most Dependable  
and Economical  
**CHLORINE STERILIZER**  
You Can Buy!



POWERFUL.  
B-K Powder sterilizing solutions can be made for 1-6¢ per gallon. Cost for average dairyman, 1¢ a day. B-K kills bacteria instantly on contact... meets health department regulations... keeps utensils in good condition... direction book with every bottle. Buy B-K from your local dealer today.

GENERAL LABORATORIES DIV.  
Pennsylvania Salt Mfg. Co.  
Widener Bldg. Philadelphia, Pa.

### DR. NAYLOR'S Medicated TEAT DILATORS

The only soft surface dilators. Fit large or small teats, do not over-stretch or tear. Dr. Naylor dilators are sterilized, medicated, saturated with healing ointment. They carry the medication INTO test canal, keep test OPEN while tissues heal. Safe and dependable for Spider, Scab Tests, Cut and Bruised Teats, Obstructions. Accept only genuine Dr. Naylor dilators.  
LARGE PKG. (48 Dilators) \$1.00  
TRIAL PKG. (18 Dilators) .50  
Ask dealer or write for folder of other Dr. Naylor Dependable Veterinary Products.  
H. W. NAYLOR CO. MORRIS, N. Y.

SEVENTH ANNUAL  
**KENNETT LEGION  
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"RAMONA"  
LONGWOOD**  
OPEN - AIR THEATRE, 2200 SEATS  
**JUNE 18-19-20, 1936**  
9 P. M., D. S. T. RAIN DATE 22nd  
ORDER NOW! TICKETS \$1 RESERVED \$1.50  
Address - Box 491, KENNETT SQUARE, PA.  
**FOUNTAINS**

#### Farmers' Exchange

Classified advertisements will be carried in the Inter-State Milk Producers' Review at the rate of 5 cents a word, \$1.00 minimum per insertion. (Members of Inter-State 4 cents a word, \$0.80 minimum.) Each initial and abbreviation counts as one word. Cash with order.

#### Electrified Fence

\*\*\*ELECTRIFIED FENCES reduce costs 80%. Operate on battery or power current. Information sec. ONE-WIRE FENCE CO. B-22, Whitewater, Wis.

## Production Shows Gains

MILK PRODUCTION is showing a seasonal gain as it does every spring, but as yet, there is no indication of a heavy flood. It has been expected that production would be excessive this spring as a natural swing from last autumn's unusually low production. Pastures, however, are unusually late and the past winter seriously depleted feed supplies in some parts of the milk shed. It is probable that a sharp increase in production will take place as soon as pastures are in condition.

An indication of a gradual increase in production during April is found in the reports of weekly receipts of cream at Philadelphia. The milk shed furnished a larger part of the total market requirements each successive week during the month.

Total milk receipts at Philadelphia as shown by the four weekly reports issued during April are slightly greater than last year, while cream receipts were about 20 percent less. It is suspected, however, that some uninspected cream has been trucked in and is not reported.

Official estimates of milk production per cow as of April 1 show Pennsylvania and Maryland substantially higher than either of the past two years, New Jersey about the same as last year and Delaware about 10 percent lower. Pennsylvania production is estimated at the same level as the 1925-33 average while the other three states are all below that average. The national average production per cow is about 6.8 percent higher than a year ago, but the number of cows is about 2 percent lower.

Market milk prices have shown some changes during the past month. Increases of 4 to 13 cents a hundred were reported on the Springfield and Boston, Massachusetts, and the Champaign, Illinois, markets. Seattle, Louisville, St. Joseph, and Milwaukee markets showed 5 to 10 cent decreases. The Bureau of Agricultural Economics estimates the average price at country plants for the entire country as \$2.03 per hundred in April as compared to \$2.07 a year ago.

Manufactured dairy products have shown a fair market situation the past month. Butter prices advanced from a low of 30 cents on March 31 to 34 cents on April 14 and on April 16 broke sharply to 30 cents. This was followed by a slight increase and then a gradual decline to 28 cents at New York on April 30. The month's average of 30.97 cents is 3.51 cents under the April, 1935, average. Cheese prices held quite steadily, declining only 1/4 cent in

face of a seasonal increase in production.

The storage situation is encouraging, there being only 5,299,000 pounds of butter in storage on April 1 and apparently less than that at the close of the month. Although stocks of cheese totaled 72,705,000 pounds on April 1, or 9,854,000 more than a year ago, the storage supplies were unusually large earlier in the year and cheese production was stimulated because of an excellent price as compared to butter. Storage supplies of evaporated and condensed milk are reported as less than half of the five-year average although slightly higher than on April 1, 1935.

### Prices Down in Wisconsin

The average price received for milk in Wisconsin during March was \$1.44 per hundredweight, a decline of 7 cents from February. The sharpest decline occurred in the price of milk utilized for butter, which decreased 16 cents from February to \$1.35 per hundredweight for March. Prices of milk used for cheese dropped 7 cents from the preceding month while milk utilized by condensaries and market milk establishments declined 5 cents.

Production per farm in Wisconsin is reported as 11 percent higher on April 1 than a year ago and it is 9.9 percent higher per cow. It is, however, lower than the 1925-33 average in both cases. Feeding of grain in April was much heavier than in the two preceding years.

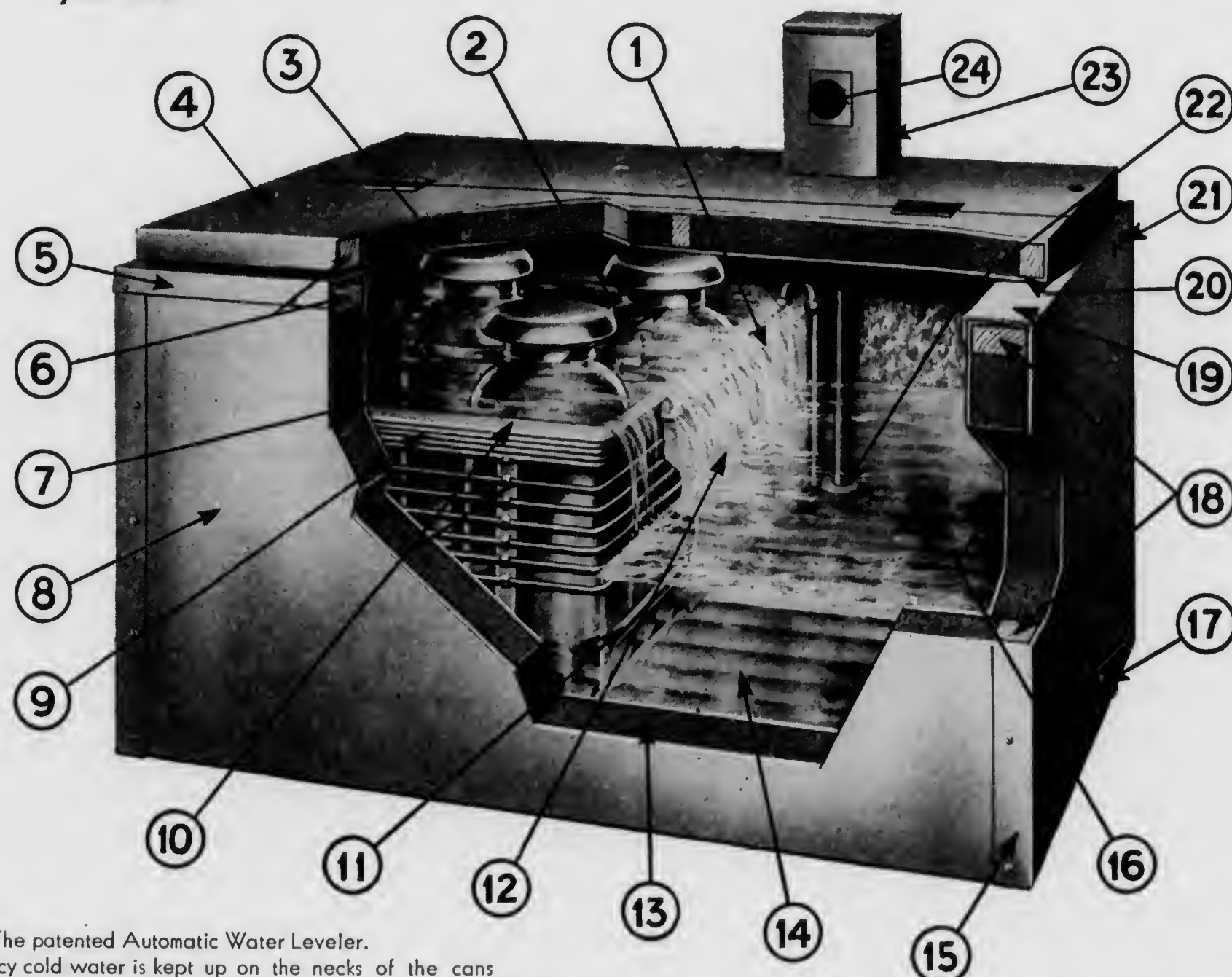
The best man doesn't always make the most noise.

APRIL, 1936, BUTTER PRICES			
Date	92-Score Philadelphia	Solid Pack New York	Chicago
1	30 1/4	30 1/4	29 1/4
2	30 1/2	30 1/2	29 1/4
3	31 1/4	31 1/2	29 1/4
4	31 1/2	31 1/2	30
5	32 1/4	31 1/4	30 1/4
6	32 1/2	32	30 1/4
7	32 1/2	32 1/4	31 1/4
8	33 1/2	33	32
9	33 1/2	33	32
10	33 1/2	33 1/4	32 1/4
11	34	34	33 1/2
12	34	34	33 1/2
13	34	34	33 1/2
14	34	34	33 1/2
15	32 1/4	32 1/4	32 1/4
16	30 1/2	30 1/2	29
17	30 1/2	30 1/2	29
18	30 1/2	30 1/2	29
19	30 1/2	30 1/2	29
20	30 1/2	30 1/2	29
21	30 1/2	30 1/2	28 1/4
22	30 1/4	29 1/4	28 1/4
23	30 1/4	29 1/4	28 1/4
24	30 1/4	29 1/4	28 1/4
25	30 1/4	29 1/4	28 1/4
26	30	29 1/2	28
27	29 1/4	29 1/4	27 1/2
28	28 1/4	28 1/4	26 1/2
29	28 1/4	28 1/4	26 1/2
30	28	28	26 1/2
Average	31.21	30.97	29.71
March '36	32.85	32.16	31.16
April '35	35.47	34.48	32.81

# In Your Milk Cooler You'll Want These Superior Features

The New ESCO NI-AG-RA—greatest milk cooler invention of our time—cools all of the milk, to the very top, to below 50 degrees in about one hour or less—and it's the only milk cooler with the patented AUTOMATIC WATER LEVELER that keeps the water bath at the same level right up on the necks of the cans all of the time.

Below is a sectional view of the Model A-6 with numbers and arrows pointing out twenty-four reasons why you will want the remarkable ESCO NI-AG-RA for cooling your milk.



- ① The patented Automatic Water Leveler.
- ② Icy cold water is kept up on the necks of the cans above the milk level.
- ③ Miniature waterfall as the refrigerated water sweeps around the cans.

All twenty-four features of the outstanding ESCO NI-AG-RA are described in a booklet that will be sent free.

Fill out and mail the coupon  
or drop us a card today.

ESCO Cabinet Company  
540 E. Biddle Street  
WEST CHESTER, PENNA.

ESCO Cabinet Company  
540 E. Biddle Street  
West Chester, Penna.

Please send me free booklet describing the new ESCO NI-AG-RA Milk Coolers without obligation on my part.

I am making.....40-qt. cans of milk a day.

I want to cool.....cans of milk each day.

I want storage capacity for.....cans.

Name..... Address.....

Post Office..... State.....



### Nearly a Million In 4-H Clubs

"Nearly one million rural boys and girls are now enrolled in 4-H clubs as shown by the tentative figures recently compiled for 1935", says Dr. C. W. Warburton, director of extension work, U. S. Department of Agriculture. The agents reported an enrollment of 997,457 club members in the United States, Hawaii, Puerto Rico, and Alaska, according to the tentative figures. This is 81,395 more members than in 1934 or about a 9 percent increase.

These young people are studying improved methods of farming and homemaking and are learning co-operation and good citizenship under the direction of extension agents cooperatively employed by the U. S. Department of Agriculture and the state agricultural colleges. National figures were compiled from the reports of county agents who organized and carried on the clubs with the help of 106,215 local volunteer club leaders. Club work is carried on in 2,960 counties.

### Eight Reasons Why Continuous Testing Pays

1. Testing or proving the herd sire is fully as important as testing the herd. It is a slow process at best, but it is materially speeded up through continuous testing.

2. The safest and soundest guide in selecting and culling the herd, insofar as maternal inheritance is concerned, is based upon a complete life-time history of performance of the cows in the herd. This requires continuous testing.

3. Cows vary in production from year to year. A cow that made a fair record last year may not produce as well next year, in which case she probably should be culled.

4. Feed and milk prices vary from year to year. Under a favorable feed-milk ratio of prices, cows of rather low-producing ability may earn a favorable net income. During the following year under less favorable conditions, such cows may not be profitable. If not, D. H. I. A. records will reveal it as soon as such cows drop into the red.

5. Each cow's daily allowance of grain should be an amount that is proportionate to her fat production. Without a check-up on the production of each cow in the herd every month, it is difficult to do an efficient job of feeding the herd. This point alone is what leads many dairymen to hold continuous membership in a D. H. I. A. even though every cow in their herds is a heavy producer.

6. Heifers of unknown ability or untested cows that are purchased are continually coming into the herd.

## Inter-State Members.....

*Our Association Has Made  
Available to You*

## Milk Coolers

of Certain Standard Makes

## At Substantial Discounts

• These machines are equipped with standard well-known makes of cabinets.

• They will be installed and serviced at our direction by factory approved service men. Every installation will carry the full factory guarantee.

• We can supply at similar discounts compressors and coils to fit cabinets that may now be in use.

## For Electric or Gasoline Power

— Ice Cabinets — Aerators —

Full information will be supplied to any member upon inquiry. In writing, give as complete information as possible about your needs in cooling milk and the temperature requirements you must meet.

If you want equipment to install in your present cabinet give full details as to inside dimensions, make and model, or type of construction of cabinet now used.

To Inter-State Milk Producers' Association  
401 N. Broad St., Philadelphia, Pa.

Send me full information on mechanical milk coolers which will fit my needs as outlined below—complete ☐, compressor and coils only ☐, ice cabinet ☐.

I must cool up to ..... ten-gallon cans per day.

I must store <sup>one</sup> both milkings in the cabinet.

My morning's milk is collected ..... hours after milking.

Name .....

Post Office ..... State .....

Continuous testing gives an immediate appraisal of their ability to be an asset or a liability.

7. Cream separators and men hired to milk cows frequently become inefficient. The tester's services discover such sources of loss so they may be corrected promptly.

8. Testing puts enthusiasm into dairy farming. D. H. I. A. members have stated that it keeps them on their toes and that the boys or the entire family take added interest in the herd when it is on test. From West Virginia D. H. I. A. summary.

### We Wouldn't Doubt It

Reduction of Acetylmethylcarbinol and diacetyl to 2,3-Butylene glycol by the citric acid fermenting streptococci of butter cultures, *Title of Research Bulletin R191, Iowa Experiment Station.*

• Uncle Ab says that the way to get ahead is to use the stumbling blocks as stepping stones.

The air cleaner requires more daily attention than any other part of the farm tractor.

# INTER-STATE Milk Producers Review

ISSUED MONTHLY IN THE INTEREST OF THE DAIRY FARMER BY THE INTER-STATE M.P.A.

Vol. XVII

West Chester, Pa., and Philadelphia

## Price Increase Long Over-Due

### Inter-State Asks for Rise in Mid-Summer

PRODUCERS in the Philadelphia milk shed are due for a price rise right after the early summer flush of production is past. The price schedule which went into effect on August 25, 1933—nearly three years ago—has been changed only slightly since. During that time prices of other farm products have increased sharply, the cost of supplies have risen steadily, labor has been able to demand more wages and in some sections is hard to get. Yet, the price of milk has remained practically constant.

In fact, many producers in the Philadelphia milk shed are getting less than they did in the fall of 1933. Class I price f. o. b. the market has been cut 10 cents per hundred pounds. Pennsylvania producers in outlying sections of the milk shed are getting slightly higher prices while many producers in neighboring states, regular parts of the Philadelphia milk shed, are getting less.

The Class I price must be increased if we are to continue to get enough high quality milk to supply this market.

The cost of cows, of labor, and equipment has risen since August, 1933, when the last increase in Class I price became effective. Sanitary requirements have placed further burdens on our producers, expense burdens for which they have received nothing in return.

According to the Weekly News Bulletin of the Pennsylvania Department of Agriculture, the price of cows was \$46.00 per head in August and in November of 1934. They reached \$52.00 in February, 1935; \$62.00 in May, 1935; \$70 in January, 1936, and \$73.00 in March, 1936. This is an increase of more than 58 percent in only 16 months time. The New York College of Agriculture reports that it now takes the income from more milk to pay for a cow than has been true any time this century. These facts apply in New York State and the evidence shows that similar facts would be true throughout the Philadelphia milk shed.

Thousands of producers have had to use every loose nickel in order to fix up their premises and get specified equipment so they can hold their markets in face of strict requirements that are made more strict every few months. Hundreds more have had to go into debt to meet these demands. Additional hundreds have quit the fluid milk business because they did not see their way clear to spend this extra money at the going price for milk. These sanitary requirements have placed an immense burden on milk producers, a burden that

should be equalized by an increase in price in keeping with the extra expense—and presumably in keeping with the added quality of the milk produced under these conditions.

During the last 32 months while the price of Class I milk has shown no increase in the Philadelphia area the Pennsylvania index of general farm prices has shown a marked rise. Standing at 92 in September, 1933, it dropped to 83 in December, 1933. (Please turn to page 6)



New Agriculture Building, University of Illinois, Urbana, where American Institute of Cooperation Meets June 15-19. (See page 10)

## Why a Fall Shortage Of Milk Is Expected

WE CALLED attention in the May REVIEW to the danger of a milk shortage in this market next fall. Developments during the past month give further weight to this forecast.

In spite of stating positively that there is enough milk, and more, to take care of all needs this spring, some REVIEW readers have criticised us because there is now a surplus. We want to emphasize again that a shortage is probable next fall and the best we can do is to make known in unmistakable terms what the situation is likely to be and then depend upon producers to protect their own interests by seeing to it that there is enough milk from September to December.

A shortage is probable for several reasons which we shall outline briefly.

1. High cow prices which work against keeping herds at a constant number. The New York College of Agriculture states that it now takes the income from more milk to buy a cow than has (Please turn to page 6)



# Zoo Gets Barn and Cows

## Dairy Council Presents Exhibit

**T**HERE ARE, according to estimates, from 80,000 to 100,000 children in Philadelphia who have never seen a cow. Thousands more report they have seen one "on a truck going down the street," "away off in a field," or under similar remote conditions.

On June 2 the Philadelphia Inter-State Dairy Council presented to the Zoological Society of Philadelphia a dairy barn and a herd of four dairy cows. As far as can be determined this is the first such exhibit ever to be established in a zoo in America, if not in the world. A cow has been shown at a Chicago zoo for a short period and also at a zoo in New York City but in neither case were they permanent exhibits. Some cities have transported a cow, or a cow and calf, from one playground to another, showing the cow for an hour or so at each place. This situation was summarized briefly by Henry N. Woolman, Secretary of Supplee-Wills-Jones Milk Company, who served as chairman of the presentation program.

### Lauterbach Makes Presentation

The presentation was made by A. H. Lauterbach, General Manager of the Inter-State Milk Producers' Association, who informed the Zoological Society and the several hundred spectators present that the Dairy Council had long felt the need for such a feature at the zoo and that the 400,000 children in the schools of Philadelphia and suburbs should have this chance to see cows, and how they are fed and milked.

The fact that producers in the Philadelphia milk shed have shared in supporting the Dairy Council and therefore in this project was emphasized, it being pointed out that producers supply one-half of all Dairy Council funds. The benefits of this work to producers through stimulating the use of fresh fluid milk was brought to the attention of the crowd assembled at the presentation. Appreciation was expressed to Frank B. Foster, John F. Lewis, Jr., George F. Tyler and George D. Widener, who donated the cows.

The barn and equipment and the loan of the cows was accepted for the zoo by Dr. Williams B. Cadwalader, Chairman of the Board of Trustees of the Zoological Society of Philadelphia, who expressed his

appreciation of the work of the Dairy Council and this generous gift for the benefit of all Philadelphia. He extended his words of appreciation to include all the farmers who contribute to the Philadelphia Inter-State Dairy Council.

### Mayor Praises Exhibit

The presentation program, which was attended by several hundred visitors, was closed by S. Davis Wilson, Mayor of Philadelphia, who also lauded this newest educational project of the Dairy Council. He stressed the unity of interest between farm and city groups and called attention to the immense investment our producers have made in order to supply this milk and the investment of distributors in order to get the milk to the consumers. Farmers supplying Philadelphia, the Mayor said, have an investment of more than \$100,000,000 in the dairy business and distributors at least one-fourth of that amount.

The cows placed in the zoo, one purebred of each of the four most popular breeds, Ayrshire, Guernsey, Holstein and Jersey, will be on display at all times to visitors at the zoo and as every public school plans to have each pupil visit the zoo at least once as a part of his or her school work, they will all see typical dairy cows, representative specimens of their respective breeds.

Every effort will be made to put and keep the entire project on a strictly educational basis. The afternoon feeding of the cows will be done at a time which will enable the most children to see the actual feeding. Milking also will be done in the afternoon so these children may see it done.

### Will Be Lesson In Dairying

Plans are under way to develop "dairy lessons" for these children, telling them briefly about cows, how they use hay, grass, and other coarse feeds which humans cannot use, and convert them into milk which is the best and most complete single food for mankind, especially growing children. These lessons, even though they may be few in number, when combined with actual seeing of the cows and seeing them fed and milked will give the children a better understanding of milk and its value, arousing in them a desire to use more of it.

The Dairy Council offered a cooperative arrangement to the zoo

several years ago but the management then in charge refused to consider the offer. When Dr. Roderick Macdonald was made managing director about a year ago the subject was presented to him. He greeted the plan enthusiastically and details were developed immediately.

All materials for the barn and paddock were furnished by the Dairy Council. The labor was provided by WPA under supervision of the zoo officials. The barn is 26x34 feet with four stalls equipped with special tie arrangements. One box stall for use as a calf pen or maternity stall is provided, also a room for feed and such equipment as may be used frequently. Storage for hay and bedding is provided overhead. Wide alleys are provided so that visitors may pass entirely around the row of four tie stalls but guard rails will prevent children (of all ages) from handling the cows.

### Cows Carefully Handled

The cows remain the property of the Dairy Council and will be replaced from time to time whenever the good appearance of the exhibit may require it. An effort will be made to have each cow in a different stage of lactation, divided about equally throughout the year. Because of the possibility of contracting contagious disease from other animals at the zoo, a cow that is once placed on exhibit there will never be returned to any dairy herd. An effort will be made to have one or two calves under six months at the barn at all times.

Care of the cows will be in the hands of zoo attendants but the Dairy Council has retained the privilege of supervising the care of the cows should it be for the best interests of the exhibit. Feed is supplied by the zoo.

*We will carry a picture of the barn at the zoo in the July issue of the REVIEW.*

Are You Planning  
to Buy a

Milk Cooler?

We Can SAVE You Money

See Page 11

He who begins many things  
finishes nothing.

## Looking Ahead On Milk Legislation

**I**T IS ABOUT TIME to give serious consideration to the future of State and Federal milk control. Practically all state milk control acts are emergency measures and expire early in 1937. In discussing this situation with many producers and distributors we find a difference of opinion as to what should be the future policy. Some say that we must continue some kind of control and others oppose control of any kind. We must all admit that there is a lack of enforcement of present control, even in states where the law has been upheld by the highest court.

It now appears that an attempt will be made in most of our milk shed to pass some kind of legislation to control the milk industry and it is our hope that the industry can agree on a program before the legislatures meet for the 1937 sessions.

In analyzing milk regulation and what has happened thereunder we find that the Federal Government and State governments have done some very good work in some territories by getting the industry to agree on orders before they were put into effect, thereby securing the cooperation of the industry. Enforcement has been much better in such cases

because the industry has helped with the enforcement.

If we are to have control it should not be in the form of a dictatorship. It should be free from politics and give the industry an opportunity to help make rules and orders and thereby secure cooperation of the industry in the enforcement.

Chas. L. Hill, Agricultural Commissioner of Wisconsin, recently made the statement—"We are trying to lend all our energy in administering the law in getting the people into the spirit of cooperation so that they will do cooperatively most of the things that they are now having done by law." This is very interesting, coming from an official who has for several years helped administer a milk control act which has been fairly successful and declared constitutional by the Supreme Court of Wisconsin. There is much food for thought in Mr. Hill's statement; let us give it serious consideration before our legislatures meet for the 1937 sessions.

*A. H. Lauterbach*

### Organize Special Tour To National Dairy Show

The National Dairy Show, which will be held in Dallas, Texas, from October 10 to 18, is planned as an important part of the Texas Centennial Celebration. This exhibition, of world's fair proportions, runs from June 6 to November 29. It is expected that record crowds will be attracted to the celebration with dairymen who attend making plans for the National Dairy Show dates.

Believing in the widespread interest both events will have for those of us in the east, together with the unrealized desire we have always had to visit the great Southwest, an all-expense conducted tour has been suggested and approved by prominent dairy and farm organizations to include not only the National Dairy Show but principal sections of Texas, Oklahoma, Missouri and Kansas.

Plans have been completed to operate special cars from the East, over different railroads and combining at St. Louis for one big party to invade the Southwest.

The Special Train for the Eastern States National Dairy Show Tour will leave St. Louis, Sunday noon, October 11th, and arrive in Dallas early Monday morning. From Monday morning until late Friday night, each person follows his own dictates, and pursues those activities which interest him most. There will

be the usual events at the Dairy Show which will be of interest to the various groups at certain times, and plenty of educational and entertaining features of the Centennial to insure five well-spent days in Dallas.

Traveling in special Pullmans, those taking the tour will also visit San Antonio, Houston, Galveston, Fort Worth, Oklahoma City, Kansas City, back to St. Louis and then homeward. Excellent accommodations in every respect are assured. The cost, which will include every item of expense with the exception of meals in Dallas, will be unusually low.

Itineraries are prepared and printed, and complete information may be secured by addressing National Dairy Show Tour, care of Missouri-Kansas-Texas Lines, 580 - 5th Avenue, New York, N. Y.

### Some Bulls Chiselers, Herd Records Prove

Is my bull a chiseler? This is a question dairymen ask more frequently nowadays. The Bureau of Dairy Industry at Washington furnishes facts that show the importance of the question.

A chiseling bull's daughters are inferior to their dams. The records of a dairy herd in New York State, for example, show the damage done by such a sire. This bull had 11

daughters in milk when the Bureau of Dairy Industry made a study of the records of his daughters and their dams. The study showed that only 1 of the 11 daughters was a higher milk producer than her dam. The other 10 were not as good as their mothers. It will be years before the unfortunate dairymen can rid his herd of the destructive influence of that chiseler.

A pedigree is a history of a bull's ancestry, but no pedigree guarantees high production. Proving a bull, by making dam-and-daughter comparisons, is the best known way to find out whether he is breeding the herd up or down—whether he is a booster or a chiseler.

### Penn State to Have Farmers' Field Day

Plans for Farmers' Field Day at the Pennsylvania State College, Thursday, June 11, have been completed and 12 departments of the School of Agriculture will take part in the program for the day, Professor Thomas I. Mairs, chairman of the committee in charge, reports.

Exhibits, demonstrations, and tours of experiments are scheduled. Only a few set speeches are on the program. Staff members in all departments will participate.

A tour of the College farms will include a visit to the soil erosion experiments.



## INTER-STATE MILK PRODUCERS REVIEW

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## Milk!!! The Food For All Ages USE IT LIBERALLY

### P. S. Brenneman Passes

The dairy industry has lost another cooperative leader. Death overtook P. S. Brenneman of Jefferson, Ohio, on April 26, 1936. Mr. Brenneman had served several years as president of the Dairymen's Cooperative Sales Association and at the time of his death was honorary president. This association operates in Pittsburgh and neighboring markets.

Mr. Brenneman has had active participation in dairy cooperatives for almost 30 years and leaves behind an excellent record of achievement as well as a strong organization, which is in no small measure the result of his work and devotion to cooperative principles. He was truly a veteran of the dairy cooperative movement and his influence has been felt in milk marketing associations in all parts of the country.

### Guest Editorial

#### Thanks!

Some independent milk producers in the Pittsburgh area owe a debt of thanks to their fellow dairymen of the Dairymen's Co-operative Sales Association for increased prices the past few months. One large group is reported to have received an increase of eight cents per cwt. and another group 15 cents per cwt. We suspect that the persuasiveness of our membership campaign had something to do with these higher prices. Prices don't usually rise with increased production and lower butter markets.

Some of these dairymen who

benefited will, of course, be blinded by the glitter of these few pennies. Others will look beyond them to see the motive. Some may conclude that there is real financial worth to a dealer in preventing his farmers from joining a cooperative association. The plain facts are that it pays some dealers to keep their farmers from joining.

It would seem to us that a cooperative which through a membership campaign can raise the prices of the farmers outside, ought to be worth supporting. — *Dairymen's Price Reporter, Pittsburgh.*

### Why Organization Is Needed

A clear-cut example of what happens when milk producers are not organized occurred recently on the Denver, Colorado, market. In that case, milk truckers got together (they cooperated with each other) and went before the Colorado Public Utility Commission with an application for higher rates. No one objected or showed any reason why those new high rates, some of them 50 percent higher, should not be granted. They got what they wanted.

When the new rates went into effect on April 1 numerous complaints arose. At the same time a recently organized Milk Producers' Committee went to work on the subject. The Commission immediately suspended a part of its order, called a new hearing, heard the other (the farmers') side of the subject, and suspended the order.

It is a beautiful theory that these public commissions and boards will protect everyone's best interests. They should do so and most of them try to do so. But they are only human and must determine their actions according to the facts that they can find with the help and funds available, or that are brought to them by interested parties.

In the Colorado case the milk producers, although interested, had no way of marshalling and presenting the facts. More than likely, most of them knew nothing about the first hearing.

But when hauling rates were jumped and when a committee which was set up at about the same time took action in an organized way the result was a reversal of the Utility Commission's first opinion.

That is why milk producers must have an organization, a stronger organization than ever before. Only by presenting a united front can we as producers present effectively the essential facts about our business whether before control boards, utility or public service commissions, or any other governmental body.

### Sixty Counties Accredited

Pennsylvania is rapidly approaching the stage in tuberculosis eradication where the entire Commonwealth will be classed as a modified accredited area. Sixty of the 67 counties are already so classified, the remaining seven all being concentrated in the southeastern corner of the Commonwealth.

A hope had been expressed by Department of Agriculture officials that complete accreditation would be accomplished by June 1, but this, apparently, was impossible. It is certain, however, that every county will soon have gained the goal of less than one-half of one percent of its cattle reacting to the test.

Thirty-seven complete states are now on the modified accredited list with less than one-half of one percent of the cattle in each county found afflicted with the disease on the last area test.

### Pates Resigns From Control Board

Colonel James S. Pates of Washington, Pennsylvania, resigned from the Pennsylvania Milk Control Board effective May 20, according to reports in the daily newspapers. Colonel James S. Pates was chairman of the board. The same reports stated that Howard G. Eisaman of Erie would be appointed to that position by Governor George H. Earle. Mr. Eisaman has been Secretary of the Pennsylvania Farm Show Commission.

As we go to press we have no word regarding the confirmation by the Pennsylvania Senate of this appointment.

### Rutgers Farm Museum Gets Old-Time Reaper

A John Manny reaper, known commonly as a "self-raker" by Jersey farmers of nearly 70 years ago, is the latest addition to the museum of old farm machinery at the State College of Agriculture, Rutgers University.

This machine, still in good condition despite its age, is a gift of Russell Haver, farmer of Lebanon, Hunterdon County. It is the first machine of that make to be added to the museum's growing collection of early reapers.

Mr. Haver also gave the College a revolving rake that dates back at least to 1836. This, too, is in good condition.

Great wits say a lot in a few words—small wits talk much and say nothing.

### Another 1200 Signed

*Thirty-two hundred marketing agreements signed and in our hands is the report as we go to press on June 1. This totals about 1200 during May, and is a satisfactory showing. True, we would like to see them come in faster, as the quicker the work is done, the sooner the new Cooperative can get underway and extend its extra services to its members.*

*The great majority of the marketing agreements signed during the past month have been obtained by field representatives who have given every available minute to farm-to-farm visits. They have been handicapped, however, by a large amount of work on returned milk and several other services that demand prompt attention.*

*Up to June 1, 42 locals, as now organized in the old association, had at least 25 members signed to the new Cooperative with many others within four or five of that number. Three locals have passed the 100 mark at this time. It is understood, of course, that the locals which are now established in the old association may be changed when the new Cooperative is set up to start operations. One section of the by-laws of the Cooperative requires that at least 25 members are required to form a local.*

*Numerous local leaders have stated their desire to assist in the sign-up work as soon as they can find a slack period in their farm work. A late spring has kept everyone busy every day, once we got into the fields.*

*Several areas are now at least one-half signed up, a few have passed 90 percent. With just a few days work among neighbors by those of us who can possibly spare time, the sign-up can be put over the top within a few weeks. Being a cooperative—it requires working (operating) together. Let's go.*

### Five Reasons

From the May issue of Pennsylvania Grange News we get this concise and brief summary of reasons for joining an agricultural marketing cooperative, as stated by L. J. Taber, Master of the National Grange:

1. It gives him a voice in the control of his own affairs, increasing his sense of responsibility, his value as a citizen, and his independence.
2. Permits him to control quality of purchases, and standardize his products.
3. It enables him to secure the type of merchandising, packaging and distribution service that best meets his needs as well as the needs of the consuming public.
4. It makes it possible for him to use the law of supply and demand to better prices.

5. It permits him to own his marketing machinery and keep open his avenues of credit, production and sales.

### Must Pay Fair Prices

A contract to sell milk can not be made binding, according to the ruling of a Wisconsin Court, unless a fair price is obtained for the milk under the contract. This ruling was passed down by the court in a case in which the Watertown Milk Cooperative Association tried to enforce its contract and the farmer members claimed that a fair price had not been paid.

The *Milwaukee Milk Producer* comments on the decision as follows: "It would seem that the court ruled justly when it said that farmers had a right to sell their product elsewhere when a fair price was not paid by the concern which had contracted with them."

"This decision should be good news to other members of the Watertown organization and also to farmers who have been unfortunate enough to have signed with other outfits that do not pay anywhere near the market price for milk. The theory that once farmers have signed with a cooperative they must continue to deliver even though no payment is made seems to be shot full of holes."

This decision should eliminate the fears expressed in a few cases with regard to the producer's marketing agreement in the new Inter-State Milk Producers' Cooperative. This fear, evidently fed by whispering campaigns, that any price can be paid by the Cooperative is groundless on its face because every member who would be the victim of such poor business methods would withdraw at his first opportunity. This Wisconsin court decision would uphold his immediate withdrawal and furnishes proof that a cooperative must be run on a fair basis that is for the best interests of the membership as a whole.

### Well-Grown Heifers Best

Tests at the experimental farm of a large commercial feed manufacturer indicate that heifers which are grown out to a good size and which freshen at 25 months of age will produce more milk their first lactation period than heifers which are not developed as rapidly and which may not freshen until 29 or 30 months. The well-grown heifers also reach their best production at a younger age than those which are developed more slowly.

### Cooperative Laws Cited

Some groups and business enterprises are unlawfully using the word "cooperative" in their names and advertising, J. Hansell French, Pennsylvania Secretary of Agriculture, reports.

Authorities believe some of the violations are due to ignorance of the laws governing cooperatives.

James L. States, market analyst, says about this, "Any Pennsylvania organization not chartered under any of the foregoing Acts (Pennsylvania Cooperative Acts of 1887, 1919, and 1929) which uses 'Cooperative' or any abbreviation or derivative thereof as a part of their name or designation, is acting contrary to the laws of the Commonwealth."

It cost Italy \$4.50 an acre to "conquer" Ethiopia. What has she got and how much more it will cost in order to realize on this "investment?"

### Inter-State Milk Producers' Ass'n

Incorporated  
401 N. Broad St.  
Philadelphia, Pa.

Representing over 21,000 Dairy Farmers  
in the Philadelphia Milk Shed

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## Why a Fall Shortage of Milk Is Expected

(Continued from page 1)

been needed any other time since 1900.

Conditions in the Philadelphia milk shed are quite similar.

2. *No production control plan* is in effect. From 1920 to 1934 the base-surplus plan was highly effective in getting a more uniform production throughout the year—more milk in the fall and less in the spring than before 1920 when the plan was inaugurated. Uncertainty about continuation of the plan reduced its effectiveness in 1934, a condition which became even more pronounced in 1935.

3. *Higher spring production.* This is tied up closely with the lack of production control. Cost of production being lower in the spring, many producers tend toward a heavy spring milk flow with a correspondingly low fall production.

4. *Stringent sanitary requirements* have forced many producers, especially the smaller ones, off the fluid milk markets, thereby reducing the total available supply from regular producers.

5. *The price of milk* is too low. (This is discussed elsewhere.) A low price discourages efforts to produce milk during the fall and winter high cost season.

It is proper in the same connection to discuss probable and possible consequences of a shortage.

### Will Get Milk—But Where?

We must keep in mind that the consumers will demand as much milk as they want and no distributor is going to let business get away from him merely because his regular producers might not supply him with enough milk. He will get it somewhere, even as you or I would if we were in his place. If he can't get it from his regular producers he may try to get it from other parts of the milk shed, possibly from sources now supplying manufacturers. Or he may go beyond the limits of our present milk shed to get that milk which his customers want and need.

If he goes to new sources of supply it may mean that he will keep them the entire year, including next May and June, when we, his present producers, will have to take an even lower percentage in Class I. That will mean a lower income to his present producers the entire year.

Should this develop, producers from within the milk shed will lose not only the income from the milk

that might have been produced during those months of shortage but will have to accept Class II and Class III prices for more of their milk all the rest of the year. We must keep in mind that, under the present utilization plan, every producer has to sell a proportionate share of his milk in the lower priced classes, a situation which was not true under the base-surplus plan.

### Can Shortage Be Prevented?

Certain things can be done toward increasing next fall's production so as to avoid a shortage, or at least to make it less acute.

First is for every producer to do everything reasonable to keep up his production from September to December, guarding against another big flush next spring. Uniform

production should be our aim.

How this might be done will have to be decided by each individual producer. One way is to feed more liberally. Another is the expensive way of adding cows to the herd.

A substantial price increase on Class I milk would be the most effective method as this would help put dairying back on a paying basis. Positive and aggressive group action is needed to accomplish this, especially in order to convince our regulatory officials that the higher price is needed. A higher price would encourage more liberal feeding and would make it easier for anyone buying new cows to see a chance of paying for them. Frankly, unless there is a price increase before fall there is little chance of avoiding a shortage and, in seeking to overcome that shortage, milk is likely to be admitted from areas where the producers have not been required to "toe the mark" and to make the many investments necessary to meet sanitary regulations such as are in force here.

## Resolution Requests Price Increase

THE FOLLOWING resolution, passed by the executive committee of the Inter-State Milk Producers' Association, was sent on May 29, to the Pennsylvania and New Jersey Milk Control Boards and to the Agricultural Adjustment Administration at Washington:—

*"RESOLVED: That the Inter-State Milk Producers' Association immediately request the Pennsylvania Milk Control Board, the New Jersey Milk Control Board and the Agricultural Adjustment Administration for an increase in price to producers of \$.46 per hundred pounds on Class I milk, prices for other classes of milk to be determined by using butter prices as a base. This price increase to be effective July 16, 1936.*

*"Also that the Inter-State Milk Producers' Association request that the New Jersey and Pennsylvania Milk Control Boards and the Agricultural Adjustment Administration adopt a uniform price schedule and purchasing plan for the Philadelphia Market."*

### Price Increase Is Over-Due

(Continued from page 1)

was back to 101 in January, 1935; 102 in September, 1935; up to 115 in December, 1935; and back to 106 in March, 1936. This index shows that the general price level of all Pennsylvania farm products has increased markedly—but the price of Class I milk has stood still in the Philadelphia market during that period.

The average monthly index from September to December, 1933, was 88.5. During the same months of 1935, it was 106.25, an increase of 17.75 points, or 20 percent. In order to keep pace the price of Class I milk would have had to be increased approximately 40 to 45 cents per hundred pounds.

Purchased feed is the only major item of expense in milk production

which does not show a marked increase. Present feed prices are approximately at the same level as in the fall of 1933 and spring of 1934. But during the meantime, because of the feed shortage resulting from the drought, local milk producers were compelled to pay as high as 150 percent of the present prices for their feed—without getting an extra nickel for their milk. And as livestock numbers, especially of hogs and beef cattle, get back to normal, we can expect a bigger demand for feed with higher feed prices. Present indications point to a smaller hay crop this year and short pastures later in the summer.

An increase in Class I milk price is over due. Your association officials have told the milk control boards of Pennsylvania and New Jersey of this need, will make formal requests to these bodies and to the AAA for a price increase soon.

## Milk Prices — April, 1936

### Weighted Average Prices Paid by Dealers for 3.5% Grade B Milk

Dealer	Receiving Station	Mile Zone	Average Price
Supplee Wills-Jones	Bedford, Pa.	261-270	\$1.74
Harbisons	Brandtsville, Pa.	121-130	1.97
Harbisons	Byers, Pa.	31-40	2.07
Harbisons	Carlisle, Pa.	131-140	1.96
Harbisons	Centerville, Md.	91-100	1.80
Supplee-Wills-Jones	Chambersburg, Pa.	151-160	1.83
Supplee-Wills-Jones	Chestertown, Md.	81-90	1.82
Scott-Powell	Clayton, Del.	61-70	1.93
Abbotts	Coudersport, Pa.	331-340	1.88
Abbotts	Curryville, Pa.	251-260	1.91
Scott-Powell	Dagsboro, Del.	131-140	1.87
Supplee-Wills-Jones	Duncannon, Pa.	121-130	1.86
Abbotts	Easton, Md.	101-110	1.92
Harbisons	Frenchtown, N. J.	61-70	1.93
Scott-Powell	Gap, Pa.	51-60	2.08
Abbotts	Goshen, Pa.	61-70	2.04
Supplee-Wills-Jones	Hagerstown, Md.	181-190	1.76
Supplee-Wills-Jones	Harrington, Del.	91-100	1.82
Supplee-Wills-Jones	Huntingdon, Pa.	201-210	1.80
Harbisons	Hurlock, Md.	121-130	1.77
Abbotts	Kelton, Pa.	41-50	2.055
Abbotts	Kempton, Pa.	81-90	2.025
Supplee-Wills-Jones	Kennedyville, Md.	71-80	1.84
Harbisons	Kimberton, Pa.	31-40	2.07
Supplee-Wills-Jones	Leaman Place, Pa.	51-60	1.94
Supplee-Wills-Jones	Lewistown, Pa.	161-170	1.83
Scott-Powell	Longsdorf, Pa.	141-150	1.99
Harbisons	Massey, Md.	61-70	1.82
Supplee-Wills-Jones	Mercersburg, Pa.	181-190	1.83
Harbisons	Millville, Pa.	151-160	1.94
Supplee-Wills-Jones	Moorefield, W. Va.	291-300	1.69
Supplee-Wills-Jones	Mt. Pleasant, Del.	41-50	1.86
Supplee-Wills-Jones	Nassau, Del.	121-130	1.80
Scott-Powell	New Holland, Pa.	61-70	2.07
Abbotts	Oxford, Pa.	41-50	2.055
Abbotts	Port Allegany, Pa.	321-330	1.885
Scott-Powell	Pottstown, Pa.	41-50	2.09
Supplee-Wills-Jones	Princess Anne, Md.	131-140	1.79
Abbotts	Providence, Md.	41-50	1.96
Supplee-Wills-Jones	Red Hill, Pa.	41-50	1.94
Harbisons	Ringoes, N. J.	51-60	1.94
Supplee-Wills-Jones	Ronks, Pa.	61-70	1.94
Harbisons	Rushland, Pa.	21-30	2.07
Scott-Powell	Snow Hill, Md.	161-170	1.87
Abbotts	Spring Creek, Pa.	401-410	1.855
Harbisons	Sudlersville, Md.	71-80	1.81
Supplee-Wills-Jones	Townsend, Del.	51-60	1.85
Supplee-Wills-Jones	Waynesboro, Pa.	171-180	1.83
Supplee-Wills-Jones	Zieglerville, Pa.	31-40	1.94

### Direct Shipped Milk

Abbotts Dairies, Inc.	Philadelphia, Pa.	f.o.b.	\$2.26
Baldwin Dairies	Philadelphia, Pa.	f.o.b.	2.43
Breuninger Dairies	Philadelphia, Pa.	f.o.b.	2.41
Martin Century	Lansdale, Pa.	f.o.b.	2.19
Scott-Powell Dairies	Philadelphia, Pa.	f.o.b.	2.30
Supplee-Wills-Jones	Philadelphia, Pa.	f.o.b.	2.24
Wawa Dairies	Wawa, Pa.	f.o.b.	2.15

## April Price Schedule

Prices of direct shipped 3.5% milk at Philadelphia as carried in Pennsylvania Milk Control Board Order 24 as amended, are \$2.50 for Class I and \$1.80 for Class IA, f. o. b. dealer's plant. Prices of other classes, f. o. b. loading platform nearest producer's farm, are Class II, \$1.58; Class IIB, \$1.54; and Class IIC, \$1.28.

Average prices of those receiving stations in New Jersey at which milk is bought on the base-surplus plan and at Rising Sun, Maryland, are not included because of the difficulty of determining an average price when the basic-surplus plan is used.

Correction: The price paid at Goshen, Pennsylvania, receiving station for 3.5% grade B milk in March was \$2.09 instead of \$2.10 as reported in the May REVIEW.

## The May Price Schedule

Prices of milk of 3.5% butterfat content for May, as established according to Pennsylvania Milk Control Board Order 24 as amended are:

Class I (fluid milk) f.o.b. Phila.	\$2.50
Class I f.o.b. secondary markets	2.38
Class I state-wide and rural areas	2.19
Class IA (for fluid cream) f.o.b.	1.80
Class II (for ice cream)	1.46
Class IIA (for chocolate, etc.)	*1.46
Class IIB (for evaporated milk, etc.)	1.26
Class IIC (for butter)	1.16

Class III (for American Cheese)—(according to special formula based on cheese price and cheese yield of milk)

\*Plus or minus certain differentials.

### Prices at Receiving Stations in Philadelphia Marketing Area

Mile Zone	Class I Milk	Class IA Milk
0 to 20	\$2.50	\$1.80
21 to 40	2.23	1.77
41 to 50	2.22	1.77
51 to 60	2.21	1.77
61 to 70	2.20	1.77
71 to 80	2.19	1.76
81 to 90	2.18	1.76
91 to 100	2.17	1.76
101 to 110	2.14	1.76
121 to 130	2.10	1.76
131 to 140	2.09	1.76
141 to 150	2.08	1.76
151 to 160	2.07	1.76
161 to 170	2.07	1.75
171 to 180	2.06	1.75
181 to 190	2.06	1.75
201 to 210	2.05	1.75
251 to 260	2.02	1.75
261 to 270	2.02	1.74
291 to 300	2.00	1.74
321 to 330	1.99	1.74
331 to 340	1.98	1.74
401 to 410	1.95	1.73

It is better to be knocked down than to lie down.



# The Cooperative Community

[ELIZABETH MCG. GRAHAM, Editor]

## Our May Mart

HANNAH McK. LYONS, M.D.

"We have our May Mart today." So spoke my hostess as she ushered me into the living room, telling of the making of seventeen dozens of cookies and the baking of two hams for the dinner to be served that evening. My curiosity brought the question "May Mart—what is a May Mart?"

This community must believe with Charles W. Pitkin when he says "Our communities will only be as fine as our eyes see all that is fine in them; and we can with keen imaginative eyes of hope and faith and vision make new communities out of our old communities."

A little later I learned it meant May Market at the public school and as we drove around the spacious school grounds we saw many activities in progress—a live game of baseball watched with interest; a group of Scouts demonstrating their many accomplishments; a closed tent with the sign "Fortunes Told," spoke of mystery as the "red garbed" gypsy maid smilingly made her appearance and proved to be one of the mothers helping along with the success of the day as she prophesied rosy careers and great future happenings amidst peals of laughter.

Something for everyone—active games, quiet games, sales of many kinds priced from one penny to higher values. One prominent woman of the town was giving an opportunity to play "Radio"; a florist made a very bright corner with a group of red geraniums being eagerly purchased for bedding; and the notion table had all the cute things imaginable. But the big sell was balloons—plain ones and "Mickey Mouse" ones—over one thousand sold. What a charm these do have. Yes, and a grocery store; to make it real, things had been donated. Here were eggs, fifteen cents a dozen, fresh from the farms at the edge of the borough, while the city stores were getting thirty-two cents. Jellies

(Please turn to page 11)



## What Is Worth While?

A. D. Dunning

"Mother, now that I have finished college, I feel that I should stay here and relieve you of some of the responsibility and work. You have done without things for so long, and have carried such a burden."

"Mary, I am proud and happy to hear you speak in that manner. I know now that every sacrifice has been worth while."

The morning house-work was done and it was not quite time to start dinner for the men folks. Mary had come up from the garden with two large baskets of peas which were to be shelled and canned that day. Her mother had joined her under the apple tree near the back porch, where there was a small work table and some comfortable chairs. There were roses and peonies in the border near-by, and rolling hills in the distance, for this was the land of Barbara Frietchie, "green-walled by the hills of Maryland."

"Some time ago, Mary, I ran across this little booklet, by Anna Robertson Brown, and because I feel that it may help both of us, I am going to read some of it aloud, while you shell the peas. The booklet is called, 'What is Worth While', and it begins thus—

*"Only one life to live. We all want to do our best with it. We all want to make the most of it. How can we best get hold of it? How can we accomplish the most with the energies and powers at our command? What is worth while? We all ask ourselves this question when we leave our college halls. But the first years out of college are apt to be anxious, unsatisfactory, disappointing. The world does not prove to be the same that it seemed to be in the quiet college surroundings. Duty is not so clear as then, nor work so well defined. Life is harder to handle than we thought."*

"You know, mother, I feel as if I had an abundance of ideas and material that should be put to work. I feel that somehow I have no right to just keep them for everyday use."

"Let me turn ahead a few pages, dear, to read a paragraph that seems to particularly answer your question."

*"Let us lay hold of Common Duties and Relations. Let us lay hold of the tenderness that belongs to them. Shall we miss all the divine sweetness of life in order to have a career? There is a grave danger—the danger of substituting some intellectual ambition for the ordinary human affections. Ambition is, in many ways, the most deadly foe we have—the most deadly foe to our character, I mean. We need not try to annihilate ambition, but let us keep it in bonds. Most of us are beset with loving calls of toil, care, responsibility, and quiet duties, which we must recognize, heed, obey."*

And as the morning hours wore on, they talked of father's health, of the needs of the boys, of the opportunities for developing a healthier and a happier Community.

"I must stop now, Mary, and start dinner. You see, these are some of the common duties of which she says, 'time spent in being interrupted is not time lost.' I will call you, in time to set the table."

The dinner hour was made bright by the bowl of daisies and buttercups on the table, and the cheery conversation of the boys, who talked of the work of the day, of some of the milk problems that had been

discussed at the Inter-State meeting the night before, of the farm paper that had come in the morning mail. And before they were through eating, the Farm and Home Hour was announced on the radio, and, as was their custom, they all relaxed and listened until it was over.

After the dishes were washed and supper planned, Mary and her mother again went out to a pleasant and profitable afternoon in the yard. The mother opened to the page she had left and read, "If the instinct of a daughter, sister, wife or mother dies out of a college-bred woman, even in the course of a most brilliant career otherwise, the world will forget to love her; it will scorn her, and justly."

And so through the afternoon, they read and talked, and as they talked, Mary's vision cleared. She began to see that perhaps, right here at home, in the little community in which she lived, was perhaps a greater opportunity than she might find anywhere else.

*"To take life as God gives it, not as we want it, and then make the best of it, is the yard lesson that life puts before the human soul to learn. Let us say, God put me among these scenes, these people, these opportunities, these duties. He is neither absent-minded nor incompetent. This is exactly the place He means me to be in, the place I am capable of filling; there is no mistake. My life is in its proper setting."*

My Home, my Friends, my Community.

Some of the material available from United States Department of Agriculture "discussion series" in free bulletins:

- 1—Discussion: A Brief Guide to Methods.
- 2—How to Organize and Conduct County Forums.
- 3—Should American Agriculture seek Recovery of World Markets or Arrange to Live at Home?
- 4—What Kind of Foreign Trade Policies do American Farmers Want?
- 5—What is the Chief Cause of the Farm Depression?
- 6—Public Opinion and the Farm Fight. Wallace.

SOMEWHERE there are empire builders—farmers—who, in the Great Tomorrow, will be the successors of the railroad builders, automobile giants, and steel kings of today.

—WALTER B. PITKIN.



## Why I Am Interested In My Local "Inter-State Meetings"

There are quite a number of reasons why I am interested in these meetings. First is the fact that we who have attended these meetings have been addressed by a number of very able speakers, who are in a position to explain to us numerous features about milk and its various problems which have proved very helpful in many ways. Thereby enabling us as farmers and families to care for the milk we produce in the best way possible, that not only our own families are benefited by the very best quality of milk we can produce, but others who consume our products.

In other words, meaning Cooperation among all!

We parents feel the need of farm cooperation and its activities for our farm boys and girls. For the understanding they now receive will largely determine their attitudes when in later life they are called upon to join Cooperatives.

A very interesting address was given at our last Local meeting in Waynesboro by one of our own Inter-State women. In speaking of our farm boys and girls, she stressed the fact that too often we parents are to blame for our children becoming dissatisfied with farm life due to the fact that they are shown—or rather see—both bright and sometimes dreary side of farm life, while we take them to town usually on a Saturday night when everything then looks bright and cheerful.

I especially wish to urge our farm women to attend the Local meeting held in your community as you will find it both helpful and interesting.

Mrs. HERBERT LAYMAN,  
Waynesboro, Pa.

## Helping the Farm Child Find the Right Job

The roar of factory wheels and the noise of trafficking mart permeate the most remote one room school and strike the ear of rural youth with a fascinating sound. Legions of country-bred young people each year respond to the appeal and seek their fortune in the cities. It must be so. Modern farm machinery and modern farm science have reduced the number of workers necessary to feed the nation.

Each year this stream of vigorous, intelligent recruits replenishes the ranks that man industry and business. They are a gain to urban life. They are not a total loss to the farm. The migration increases the army of consumers and decreases the surplus of rural workers.

It is the unintelligent process of selecting those who remain on the farm which operates to weaken the resources of country life.

The most energetic, courageous, ambitious youth fill the first ranks of this great exodus. Confident, strong, intelligent, these youth have no fear of the sharp competition that characterizes congested centers. They eagerly seek the opportunity for attainment which the great American legend says is the reward of honesty and thrift and struggle. Through this continuous elimination of the most capable, the farm loses its potential leadership.

If this selective process continues unchecked in practice for successive generations, the rural population will degenerate into a distinct class comparable in all respects to European peasantry. Rural life needs its share of the best human resources which the nation can develop. Satisfactory adjustments of the economic, social, and cultural problems of rural living are no less difficult and no less important to the welfare of the nation than freedom from Old World tyranny or the abolition of slavery were in their day. These adjustments call for the leadership of genius. They will not be made by the weak or mediocre who choose agricultural pursuits for the very reason that they lack the qualities of initiative and ability which leaders must have.

William James said, "In order to become interested in an occupation, get information about it." There are unlimited but frequently neglected opportunities to interest young people in country life. Courses in rural schools may profitably include the study of biographies of men and women who have achieved distinction for outstanding service in farming and related occupations. Back of the development of every type and variety of fruit, grain, and livestock, there is an inspiring story. They challenge the highest type of

ability and quicken the spirit of the most energetic and courageous. Agriculture has played a significant part in the growth of our nation.

Those who are interested in developing plans for vocational guidance will find help in the following:

Hatcher, O. Latham. *Guiding Rural Boys and Girls*. McGraw-Hill Bk. Co., N. Y. 1930. \$2.50.

Edgerton, Alanson H. *Vocational Guidance and Counseling*. Macmillan, N. Y. 1926. 213 p. \$1.60.

Among the many helpful reference books for pupils are:

Kitson, Harry Dexter. *How to Find the Right Vocation*. Harper, N. Y., 1929. 202 p. \$2.50.

Proctor, William Martin. *Vocations*. Houghton Mifflin, Boston, 1929. 382 p. \$1.48.

Rosengarten, William. *Choosing Your Life Work*. McGraw-Hill, N. Y., 1924. 323 p. \$2.50.

Among helpful pamphlets for pupils are:

*Careers*—A series of 11 pamphlets published by the U. S. Dept. of Interior, Office of Education, Washington, D. C. 5¢ each.

*Choosing a Vocation*. The University of the State of New York, Albany. A series of 21 pamphlets. Distributed free.

*Be Somebody*. Wigent, Zella. International Harvester Co., Chicago, 1930. 8¢.

—Reprinted from Journal of National Education Ass'n.







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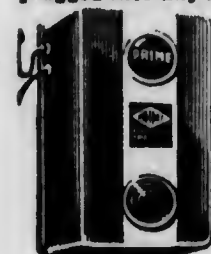
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Classified advertisements will be car-  
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\$1.00 minimum per insertion. (Members  
of Inter-State 4 cents a word, \$0.80  
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tion counts as one word. Cash with order.

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Operate on battery or power current. Information  
free. **ONE-WIRE FENCE CO., B-22, Whitewater,  
Wis.**

## Good Hay Will Make Up For Short Pasture

**D**AIRY CATTLE feeding experiments  
by the Bureau of Dairy Indus-  
try in the last few years suggest a  
new procedure in feeding cows on  
pasture.

Briefly, the new procedure, which  
the Bureau is now trying in further  
experiments, is to give the cows a  
good grade of hay or silage or both,  
at least once a day throughout the  
grazing season, to make sure they  
have their fill of roughage before  
adding grain to the ration, if any is  
needed.

How much grain, if any, to feed  
to grazing cows to maintain normal  
milk flow has been a problem because  
there apparently is no way to  
determine how much sustenance the  
cows are getting from the pasture.

In the Bureau's most recent feed-  
ing experiment, T. E. Woodward  
sought to determine how much  
grass cows will graze at different  
times of the pasture season and  
under different weather conditions,  
to calculate the additional feed  
needed to support the milk flow.  
The results of this experiment, while  
mostly negative in their application,  
are important because they suggest  
the practicability of letting the cows  
adjust the roughage intake them-  
selves.

### Will Eat 150 Pounds Daily

Previous experiments at the Bu-  
reau's field station at Huntley,  
Mont., had shown that Holstein  
cows will eat from 120 to 150 pounds  
of grass a day when the grass is  
clipped and fed to them in a manger.  
The actual grazing trials completed  
last fall at the National Agricultural  
Research center, Beltsville, Md.,  
showed that cows will graze as much  
grass as they will eat from a manger,  
if the grazing is abundant and the  
grass tender or immature. When  
grass is sparse or more mature they  
will eat much less.

From results of numerous tests,  
Mr. Woodward concluded that the  
limit of a cow's capacity for grass is  
around 150 pounds a day; that a  
cow will graze her fill in the hot  
midsummer as well as in the cool  
spring months if the grass is young  
and plentiful; that she can obtain  
enough nutrients from pasture alone,  
when it is at its best, to maintain  
her weight and produce well over a  
point of butterfat a day; that pas-  
tures seldom remain at their best  
for more than a month in the  
spring; and that the usual summer  
decline in milk flow and the loss of  
flesh is due almost entirely to a  
shortage of good palatable feed,

rather than to the effects of heat  
and flies as is commonly believed.

Preliminary trails in feeding a  
good grade of grass hay to cows on  
pasture showed that the cows would  
tend to adjust the roughage part  
of their ration themselves, that is,  
they would make up for any short-  
age of pasture by filling up on hay.  
Early in the pasture season when  
grazing was good the cows ate very  
little hay, but as the pasture became  
shorter and more mature they ate  
considerable quantities of hay. Only  
a few cows were used in these  
preliminary trials, but the results  
were sufficiently favorable that Mr.  
Woodward suggests farmers give the  
system a trial.

### Enough Roughage Essential

If cows have free access to a good  
grade of hay or are fed good hay or  
silage or both once a day, Mr.  
Woodward believes the daily intake  
of nutrients, from the pasturage  
and roughage combined, will be  
fairly constant. Therefore, the  
grain allowance, if any, will not need  
to be increased greatly as the pasture  
grass becomes short and dry.

When a cow gets her fill of good  
roughage daily she will be getting  
enough nutrients to maintain her  
body weight and to produce a cer-  
tain quantity of milk in addition.  
Mr. Woodward finds, for example,  
that in the spring on good pasture,  
a Holstein cow can be expected to  
eat enough grass to maintain her  
weight and to produce at least 30  
to 35 pounds of milk a day, and a  
Jersey cow enough to produce 20  
pounds a day. If she is producing  
more than these quantities the cow  
will need grain in proportion to the  
extra milk produced.

"Can't see why I should buy your  
book," said the farmer to the per-  
sistent canvasser.

"Why, it will show you how to be  
a better farmer."

"Listen son," said the elder man,  
impressively, "I'm not half as good  
a farmer now as I know how to be."

We fancy that everybody is  
thinking of us—like us he is thinking  
of himself.

The following letter was received  
recently by a concern that manufac-  
tures corn molasses: "Dear Sirs:  
Though I have taken six cans of your  
corn medicine my feet are no better  
now than they were before I started."

## Inter-State "Daughter" Wins High 4-H Award

Among the delegates to the Na-  
tional 4-H club encampment at  
Washington, D. C., in June is  
Margaret Tindall of Mercer County,  
New Jersey. Miss Tindall is a  
daughter of George Tindall, a promi-  
nent and active Inter-State mem-  
ber, and she won her award for out-  
standing work as a dairy club  
member.

Although only 20 years old, Mar-  
garet Tindall is a veteran "dairy-  
man", according to a report by A.  
M. Hulbert, assistant director of  
New Jersey extension service. Join-  
ing the Yardville Junior Dairy Club  
in 1928, she has since attended  
every meeting of that organization.  
She has built up her own herd of  
five Holsteins, all purebreds, and  
her show ring awards have been  
numerous. For three years she has  
been a member of the Mercer Coun-  
ty senior 4-H dairy judging team.  
Margaret Tindall is also leader of  
the Talisman 4-H Flower Club at  
Whitehorse.

## Dairy Scientists Meet At Penn State

More than 600 members of the  
American Dairy Science Association  
are expected to attend the annual  
meeting of this national organization  
at the Pennsylvania State College  
June 15 to 19.

Members of the staff of the dairy  
husbandry department, headed by  
Professor Andrew A. Borland, are  
completing plans for the program  
and entertainment of the visitors.

More than 100 speakers will be  
heard in the general sessions and in  
the sectional meetings on dairy  
production, manufacturing, and ex-  
tension work. There will be special  
conferences on dairy cattle and dairy  
products judging.

Tours of the campus, the nearby  
mountains and state forests, the  
college farms, and experiments at  
State College and Kylertown are  
planned. There will also be banquets  
and other social activities for the  
members and their families.

Nearly every state in the Union  
will be represented at the Associa-  
tion meeting.

A Negro went to see a doctor, and  
as he was leaving the doctor re-  
marked, "You've forgotten some-  
thin!"

"Nosuh!"

"Yes you have. My fee for the  
advice I have given you is \$4."

"Nosuh. I ain't goin' to take yo'  
advice."

A penny saved is an excellent  
example to the other 99 cents.

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ard for low cost in dairy sanitation.



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When you use HTH-15 you solve your high-count  
problems and at the same time you establish a low  
cost for your sanitary program. ● Try HTH-15 now.  
Let us outline a program that will more than satisfy  
every requirement you have to meet—at low cost.  
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1 lb. can  
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## Local Production Now At Peak

AS THE FIRST of June approaches we find that production in this milk shed is unusually high. Some dealers are reporting more milk than a year ago with fewer producers supplying them. This indicates a substantially higher production per farm. It is probable that, after the first of June, production will fall off rather sharply.

This situation was forecast several months ago because of the larger proportion of cows to freshen in the spring when other conditions are favorable for higher production. This is a natural swing to the other extreme from a low production last fall. Instances are frequent of violent fluctuations in production by individual producers, such as from 2 cans to 7 cans daily within two months' time.

A situation such as that is unhealthy for the market as it means excessive surplus with low average prices in the spring and early summer and supplies so short in the fall as to endanger the market. In spite of the abundant supplies of milk now available some dealers are

taking on new producers, apparently to assure their supply next fall when new supplies are expected to be very scarce.

The amount of fluid milk received at Philadelphia is slightly greater than a year ago, according to reports of the United States Department of Agriculture Market news service, while cream receipts were about 5 percent less for the first four weeks ending in May than for the same weeks last year. The proportion of cream that comes from states comprising the milk shed is showing an increase during recent weeks, a natural tendency as total production goes up. The amount of cream received from outside the milk shed showed only a small variation from week to week while Pennsylvania and Maryland sharply increased their shipments to Philadelphia.

Cream prices at Philadelphia have held steady during the month with cream from sources approved by Pennsylvania authorities ranging from \$15.00 to \$16.00 for a 40-quart can of 40 percent cream.

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Cream from unapproved sources ranged from \$12.00 to \$13.00 per 40-quart can.

Production of manufactured dairy products was somewhat higher in April than a year ago and this trend appeared to continue through May. Butter production was only 0.92 of 1 percent higher while cheese production was up 13.28 percent and evaporated milk output increased about 1.2 percent. Total production of these products for the first four months of 1936 as compared to 1935 showed 4.43 percent more butter, 21.96 percent more cheese, and about the same amount of evaporated milk. The April production of evaporated milk was the largest for April on record and of cheese was the second largest ever reported for April, 1934 being largest.

Storage supplies of butter were less than 5 million pounds on May 1, as compared to the 5-year average of almost 11 million pounds. Cheese in storage (all varieties) totalled 67,946 pounds which was about 25 percent over the 5-year average but was most satisfactory in the face of an unusually large production. This indicates a much heavier consumer demand. Supplies of evaporated milk on hand on May 1 were unusually low, being only 59 percent of the 5-year average. Demand for evaporated milk has been growing steadily.

Prices of manufactured dairy products have held steady. The New York price of 92-score butter was 27 3/4 on May 1, reached a high of 28 1/2 on May 8, a low of 26 3/4 on May 20, and closed at 28 for a month's average of 27.48 cents a pound. A year ago the price dropped steadily from 29 1/4 on May 1, to

#### MAY, 1936, BUTTER PRICES

Date	Philadelphia	New York	Chicago
1	28	27 1/4	26 1/2
2	28 1/4	27 1/4	26 1/2
4	28 1/4	27 1/4	26 1/2
5	28 1/2	28	26 1/2
6	28 1/4	28 1/4	26 1/2
7	28 1/4	28 1/4	26 1/2
8	29 1/2	28 1/2	26 1/2
9	28 1/2	28	26 1/2
11	28 1/2	27 1/2	26
12	28 1/2	27 1/2	26
13	28	27	26
14	28 1/4	27 1/4	26
15	28 1/4	27 1/4	26
16	28 1/4	27 1/4	26
18	27 1/4	26 3/4	26
19	27 1/2	26 3/4	26
20	27 1/2	26 3/4	26
21	27 1/4	27	26
22	28	27	26 1/2
23	28	27 1/4	26
25	27 1/4	27	26 1/4
26	27 1/4	27	26 1/4
27	28	27 1/2	26 1/2
28	28 1/4	28	27 1/4
29	28 1/4	28	27
Average	28.19	27.48	26.31
April, '36	31.21	30.97	29.71
May, '35	28.31	27.31	25.94

### Local Production Now At Peak

25 on May 31, and averaged 27.31 cents. Cheese prices showed a drop of 1/2 cent early in May but later increased a full cent. This strength may help butter prices indirectly by diverting some milk from butter manufacture. The activity of the A. A. A. in buying butter for relief purposes has been helpful in maintaining a steady price which is reflected in stronger prices of all products.

Consumer demand seems to be picking up. This appears true of fluid milk and of all manufactured products and it lends encouragement to the entire dairy industry.

### Farmers' Income Gaining

Farm income to date this year is the largest since 1930, with further gains in prospect, according to the Bureau of Agricultural Economics.

"Farm income in the second half of 1936 will depend to some extent on the new crop yields," says the bureau, "but it is probable that if industrial activity is maintained at the levels now in prospect, income will continue to exceed that of a year ago."

Total farm income for the first four months of 1936 includes \$2,017,000,000 from marketings, and \$62,000,000 in government rental and benefit payments. This compares with \$1,749,000,000 from marketings last year, and \$221,000,000 from rentals and benefits.

### Cheese Laboratories Put on Wheels

Two automobiles recently converted into "traveling Swiss cheese laboratories" by the U. S. Department of Agriculture will be used by Federal cheese specialists in helping Swiss-cheese makers in Wisconsin and Ohio to maintain a closer control over the scientific processes they use. About three-fourths of the Swiss cheese now made in the United States is produced in Wisconsin and Ohio.

Cheesemakers in the United States make almost three times as much Swiss cheese as they did 20 years ago. In 1934, the latest year for which production figures are available, they made 39,449,000 pounds—almost 6 times the quantity imported that year from Switzerland.

Some men grow, others merely swell.

Cooperation is not a sentiment—it is an economic necessity.

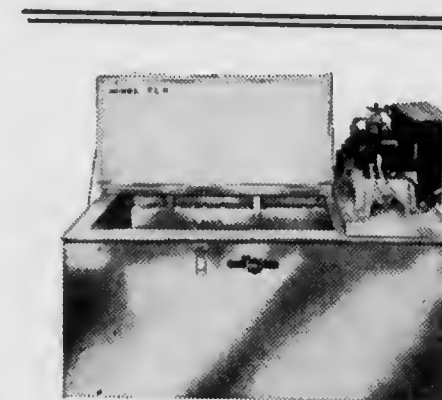
## NORGE ROLLATOR POWERED MILK COOLER WITH THE WILSON - VERTI - COIL CABINET SELF-CONTAINED — READY TO RUN

Cools Milk faster and costs less to run because of the famous Norge Rollator Compressor and Verti-Coil. No other milk cooler combines these two outstanding features.

Before you buy any Milk Cooler, get full information on the newest and latest improvements incorporated in the Norge-Wilson Cooler. Years ahead of the entire field in efficiency—dependability and low cost of operation.

Can be furnished either Electrically or Gasoline Engine driven. The Verti-Coil and Norge Compressor can also be installed in your milk cabinet or vat.

Write for further information.



Above illustration shows Norge-Wilson Self-Contained Milk Cooler. Furnished in all sizes from 2 can to 27 can capacity.

Wholesale Distributors

**TRILLING & MONTAGUE**  
24th AND WALNUT STREETS - PHILADELPHIA, PA.

Old Lady: "Tell me, little girl, what kind of clothes does pussy wear?"

Little Girl: "Clothes?"

Old Lady: "Yes, clothes. Does she wear wool? Does she wear feathers?"

Little Girl: "You poor lady, haven't you ever seen a cat?"

### Prices Paid Producers On Other Markets

Class 1 price 3.5% milk for May, Weighted Average price for March (M) or April (A). All prices f. o. b. city market except as indicated.

Market	Class 1 Price	Retail Price	Weighted Average Price
Philadelphia	\$2.50	11¢	\$ ?
Pittsburgh	2.38	11	1.855 M
New York City	*2.445	13	*1.66 A
Boston	3.31	13	†1.765 A
Hartford	2.94	13	2.476 M
Providence	3.224	13	2.92 A
Baltimore	†2.38	12	?
Washington	†2.78	13	2.65 M
Richmond	2.70	12	2.54 M
Wheeling	2.125	11	1.78 M
Dayton, Ohio	1.85	10	1.57 M
Detroit	2.48	12	1.99 M
Milwaukee	2.00	10	1.73 A
St. Louis	2.00	12	1.81 M
Kansas City	1.88	11	1.63 A
St. Paul	1.75	10	1.66 A
Louisville	2.21	12	1.75 A
San Francisco	2.275	13	?

\* Price applies in 201-210 mile zone.

† Price applies in 191-200 mile zone.

‡ Price includes fluid milk and all cream.



With B-K Powder, the average dairyman can sterilize ALL his milk utensils for only 1c a day in cost. B-K kills bacteria instantly and keeps utensils in fine condition. America's leading dairy sterilizer for 24 years, B-K meets all health department regulations. Sold by your local dealer.

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the only Milk Cooler that keeps the Cans

"Up to Their Chins" in Icy Cold Water

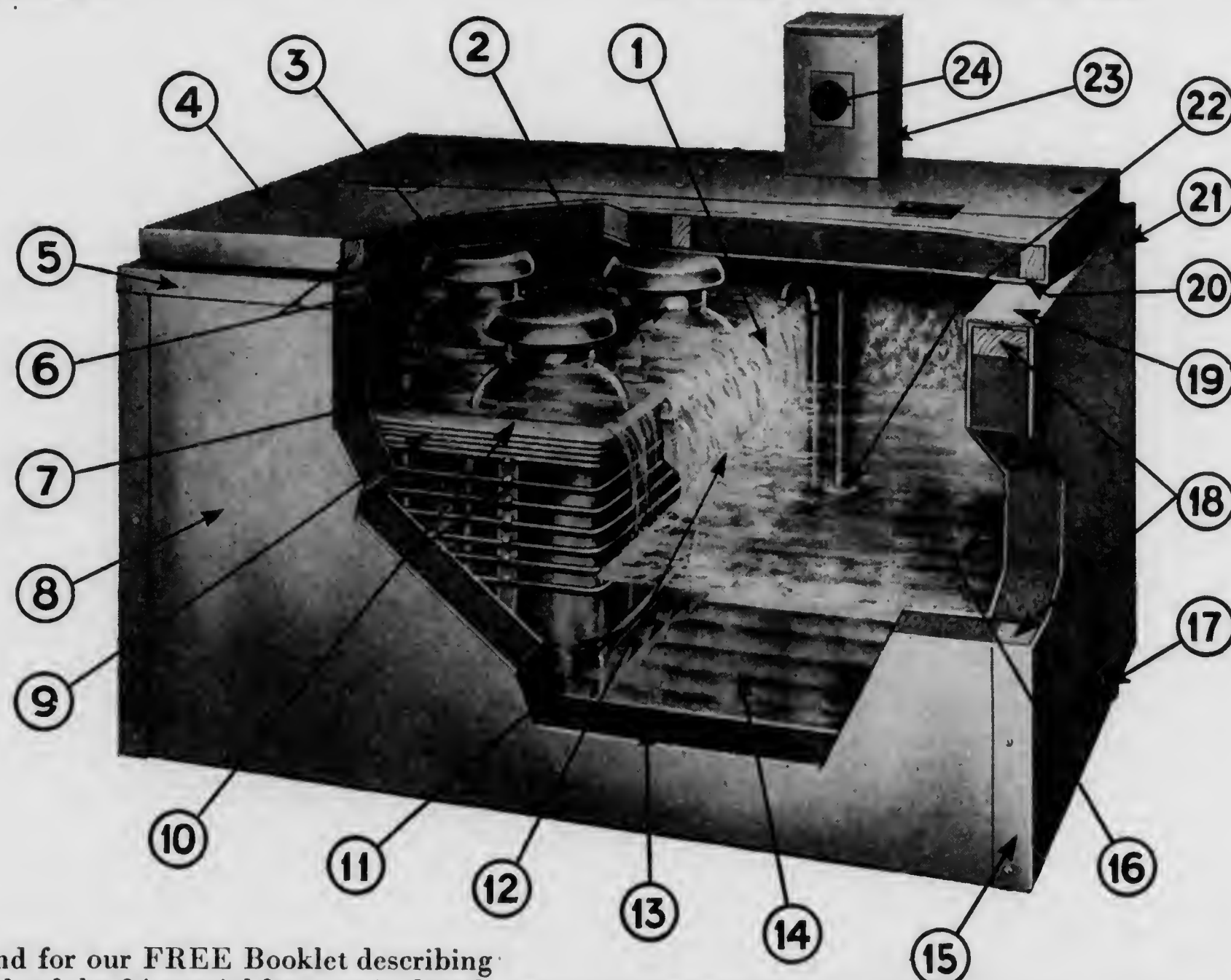
COOLS ALL THE MILK IN EVERY CAN UNIFORMLY

## 24 SPECIAL FEATURES

The new ESCO "NI-AG-RA" Milk Cooler marks the biggest advance in milk cooling in years. It quickly cools ALL the milk right up to the top. It is the only milk cooler with the patented AUTOMATIC WATER LEVELER that maintains a constant level with icy cold water up on the necks of the cans—right where it should be.

The ESCO "NI-AG-RA" is economical to operate... inexpensive to buy... and is built to last.

Each and every one of the 24 special features pointed out below are of great importance to you. Before you buy any milk cooler, you owe it to yourself to investigate every feature of the remarkable ESCO "NI-AG-RA."



Send for our FREE Booklet describing each of the 24 special features in detail.

Use the coupon at the right or drop a post card today.



**ESCO CABINET COMPANY**

ESCO CABINET COMPANY  
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I am shipping.....cans of milk each day. Please send FREE Booklet telling all about the 24 special features of the New ESCO "NI-AG-RA" Milk Coolers.

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# INTER-STATE Milk Producers Review

ISSUED MONTHLY IN THE INTEREST OF THE DAIRY FARMER BY THE

Vol. XVII

West Chester, Pa., and Philac

Library, Econ. & Fm. Mgt. Dept.,  
N. Y. State College of Agric.,  
Ithaca, N. Y.

## Production Costs Going Up Emphasizes Need for Higher Producer Price

CERTAIN DEVELOPMENTS have occurred during June which directly affect the matter of increasing prices to producers on Class I milk. Outstanding is the hearing held by the New Jersey milk control board on June 18 at which the need for such an increase as soon as the summer slump occurs was proved beyond a doubt.

The situation early in June was critical with pastures drying up. It was evident that unless rains came soon an acute slump in production would occur which might cause a shortage even before July 16, the date for which the increase was asked. Adequate rains over most parts of the milk shed have given new life to pastures, thus delaying the summer slump somewhat. However, parts of the milk shed report that pastures are practically gone and production is dropping sharply.

The June issue of the REVIEW carried facts and figures showing the need for higher Class I prices. These were, briefly, (1) a 58 percent increase in cow prices since November, 1934, (2) it now takes more milk to pay for a cow than any time since 1900, (3) immense cash outlays have been required of producers in order to comply with frequently raised sanitary standards, and (4) the farm price index has increased by 20 percent while the Class I milk price has remained constant.

### Labor Costs Up Sharply

Since that time we have obtained figures which show that farm labor costs are rising. No figures on our milk shed states are available, but the Bureau of Agricultural Economics reports on June 22 for the country as a whole that farm wage rates have jumped 39 percent—from \$15.00 a month to \$20.89 with board. They are substantially higher in this area. The Ohio Experiment Station reports that the index (buying power) of farm wages in that state has risen from 74 in 1933 to 87 in 1935 with no report for 1936.

This is a 20 percent jump in buying power, requiring an even greater increase in actual dollar wages to overcome higher price levels.

The feed situation is unfavorable for next fall and winter. Rains came too late to help the local hay crop and hay is short. Second and third cuttings can not make up for it even if rains do help.

Drought in the central plains has sent grain prices

up. Unless this situation is relieved (complete grain crop recovery, except possibly corn, is now impossible) we are going to be faced with drastically increased feed prices next winter.

Should this develop—and we do not see how it can be fully avoided—it will mean that every major item of expense in milk production will be drastically increased over the level of costs which prevailed when the last increase in Class I milk price occurred in August, 1933.

There is no alternative except for our control agencies to

call hearings, obtain the facts and draw up new orders to be made effective as soon as production starts to enter the summer slump.

### Other Industry On Increase

In further support of these demands we call attention to the sharply increased industrial activity. Steel production reached 69 percent of capacity in April, the highest in nearly six years. Building contracts let in April were 90 percent higher than last year. Employment and payrolls are both up sharply as compared to years immediately preceding. Freight car loadings are up and commercial hotels report substantial gains.

This makes it imperative that our milk producers receive a price increase or we can look upon them as the forgotten men of the Philadelphia trading area.

In appearing before the New Jersey milk control board at its hearing, our general manager, A. H. Lauterbach, presented the foregoing (Please turn to page 11)



Thousands of Philadelphia children will see a cow for the first time when they visit this exhibit presented to the Philadelphia zoo by the Philadelphia Inter-State Dairy Council.



# Court Upholds Control Law

## Favorable Decision Clarifies Situation

**B**Y A 5 TO 2 decision the Pennsylvania State Supreme Court upheld the constitutionality of the milk control law of 1934. This decision reversed the Superior Court which decided 4 to 3 against the law but which certified the case to the Supreme Court for final decision.

The case on which the decision was made was brought by Wayne L. Rohrer of Lancaster, trading as Rohrer's Med-O-Farm, and it had originally been decided against him in a local court. Mr. Rohrer was charged with paying producers \$3788 less than the prices established by the control board during the months of April, May, June, and July of 1934.

### Similar Laws Approved

Although the decision covers a case originating under the law of 1934 and the present control board is established under a later law, the contested feature—the right of the state to establish, or fix, prices—is virtually the same in both laws. It is probable, therefore, that the law now in effect would also be upheld. Attention is called to the fact that similar laws have been upheld in New York, New Jersey, Wisconsin, and Indiana, the New York law going all the way to the United States Supreme Court where it was upheld.

The supreme court upheld the minority opinion handed down by Judge Keller when the Superior Court gave its decision. The text of the Supreme Court decision is not available as we go to press on July 1.

Attorney General Chas. J. Margiotti and his aides, who argued the case before the Supreme Court, built a strong case for price fixing of milk, asserting that it is a public necessity and, therefore, the welfare of the people demands that the price of this commodity be so regulated as to insure a fair return to producers while protecting consumers from exploitation.

### Expect Better Enforcement

This decision, which was handed down on June 26, should make it possible for the control board to obtain a more satisfactory enforcement than has been evidenced previously. In fact, lack of enforcement against violators had almost completely broken down the value of the board with the result that numerous

violations went unchecked, some of them becoming common trade practices.

### Must Recognize Economics

Although the milk control law was upheld by the State's highest court it is still the clear-cut duty of the milk control board to be fair in all its actions. Its orders must be reasonable and just. They must be based on sound business sense and must recognize all factors which influence this complicated and intricate business of producing, transporting, processing, and merchandising milk and the products made from it.

Likewise, enforcement must be tempered with judgment. When violations do occur peaceful methods of settlement should be stressed and the courts used only as a last resort. Such a policy will build good will.

Strong arm methods will create resentment and resistance, and are bound to reduce the effectiveness of the board's work.

We may now look forward to better cooperation with the control board from all branches of the industry. It is believed that, with this cooperation from all groups concerned—producers, distributors, consumers, and the control board itself—order can be gotten out of what has closely approached chaos.

Mistakes were made by all groups. Mistakes will be made again. We urge that when this happens in the future the parties concerned get together and work out a fair solution, doing it promptly and quietly. Only when such modern methods fail should more stringent methods be used to settle differences. Repeated mistakes should be dealt with accordingly.

## Milk Producers Stand By Their Cooperatives

**L**OWEST withdrawals in years, during the annual periods for such action, are reported by dairy cooperatives in all sections of the country.

Pure Milk Association of Chicago had only 1,294 withdrawals from 16,667 active members, despite an aggressive and antagonistic campaign against the association. The Falls Cities Cooperative Milk Producers Association of Louisville netted the smallest withdrawals in its history.

Membership cancellations requested of the Dairymen's League Cooperative Association of New York were the third smallest in 15 years of operation, and were fewer than the new membership accepted during the year. Actual withdrawals are likely to be even less, because every year many members reconsider before the effective date.

Under the League's selective membership policy, reconsiderations, like new memberships, may not be accepted if production or health records have been poor or if the volume cannot be economically handled at existing plants. This policy reflects the increasing trend of cooperatives

to accept only the members they can serve well and whose membership adds to the strength of the organization.

### It Pays to Organize

A dorky, who was an expert with a whip, was riding through the country one day, demonstrating his skill by snapping off flowers with a lash of his whip.

As they rode along his friend noticed a bee resting on a flower.

"Can you hit that bee?"

"Sure," said the colored boy.

And he did.

They rode a little farther when his friend noticed a hornet's nest hanging from a limb.

"Can you hit that nest?"

"Sure," said the darkey. "But I never monkey with dem bees, dey's organized."

The world is always looking for men to do things that have not been done.

## Production Adjustment

**T**HERE IS NO subject in the milk industry which has received so much attention nor which has been so greatly misunderstood as the one that involves the control of milk production so as to keep it in step with consumption. The natural tendency is to produce more milk in grass producing periods than in the fall and winter months.

This usually results in a flood of milk in the spring and summer months and a famine in the fall. As a result, the milk distributor is forced to go farther out to buy milk in the period of short production. The producer who is then asked to change his farm management program in order to sell fluid milk instead of cream for manufacturing purposes insists that he have an equal share of the fluid milk market for the entire year and the result is an ever increasing surplus during the grass producing season. This surplus must be sold at prices below fluid milk prices—often forcing the average price of all milk to a point below cost of production.

On account of considerable opposition to the so-called base-surplus plan in the Philadelphia milk shed the Milk Control Board of Pennsylvania issued an order last January requiring all distributors of milk to pay on a utilization plan without any quantity control. Since pay checks for the month of May have gone to our producers showing that the amount

of milk in Class 1 averaged below 65 percent, a large number of producers are now saying that the base-surplus plan was not satisfactory but the utilization plan without some quantity control is still worse.

It again proves the saying that "you cannot eat the cake and have it too." We are either going to find a way to produce according to consumer demand or we must expand our milk shed. The more producers on the market the more variation between summer and winter production.

It has been suggested that another alternative for quantity control is a much lower price in the spring and a higher price in the fall. The past records, however, do not indicate that this is a sound procedure.

Let us all give this our most serious thought and suggest a plan for uniform production for 1937—or eventually we will be in the same situation in which many other markets now find themselves—with a fifty percent surplus in the summer months, which means a low blended price.

*E. J. Antubach*

## Export Trade Uncertain

**D**OMESTIC DEMAND creates the only worthwhile, sound and stable trade; export trade is based on sheer opportunism.

So declared C. W. Peterson of Calgary, Alberta, editor of the Farm and Ranch Review, who spoke at the American Institute of Cooperation, which met at the University of Illinois in June.

"Export trade," he added, "is at the mercy of every political wind that blows. A simple tariff adjustment, or even the imposition of restrictive import regulations, may destroy it overnight. All our efforts, particularly in a huge agricultural country like North America, should be directed to the maximum development of domestic trade."

"By and large, a nation depending on exports becomes the victim of competing nations, and must ultimately conform approximately to their standards of living or fall by the wayside. It forfeits economic self-determination to a large degree, unless indeed its citizens are supermen in point of productive efficiency. And I know of no such people."

"The policy of reasonable national economic self-sufficiency is fundamentally very sound. This is principally because it enables a country to formulate its own wage and price

levels and to determine, within limits, the standards of living of its citizens."

Agricultural practices, under stress of low prices and high production costs, always have been distinctly exploitative, Peterson continued. As a result, he said there may be expected in the not very distant future a lengthy period of food scarcity which will lead to higher agricultural prices followed by restoration of land values and a return of agrarian prosperity.

"We have definitely reached the point where large-scale corrective measures cannot long be delayed. Grain producers must restore soil humus by turning to grass and legumes as part of a permanent crop rotation. This necessarily will reduce cereal production."

"In terms of human nutrition, a pound of grain approximately equals a pound of meat. But it takes about four pounds of cereals to produce the pound of meat. The change, therefore, must result in a terrific loss of food units. The consumer will be compelled largely to substitute animal products for cereals, but the increase in animal production will, in terms of food units, fall far short of the decrease in bread grain outturn."

### Soil Program is Modified

Three changes in the list of approved soil-building practices for Pennsylvania have been announced by G. W. Slocum, Chairman of the State Agricultural Conservation Committee. He said that the changes, which have been approved by the Secretary of the U. S. Dept. of Agriculture, were recommended by the State Committee in order to make the program fit the needs of more farmers in the state.

One change provides that when fertilizer is applied after the time of seeding grasses or legumes, it may be put on as late as September 1, 1936, instead of July 1.

A second change adds canning factory or market peas to the list of nurse crops which a farmer may plant with new seedlings of grasses and legumes and remain eligible for a soil-building payment. The peas may be harvested. The per acre rate for such seedlings made with peas will be the same as with oats, barley, or grain mixtures that are allowed to mature as grain.

The third change includes buckwheat among the green manure crops which will qualify farmers for payments when turned under.

In life, it is just as important to forget some things as it is to remember others—and keep right on keeping on.



## INTER-STATE MILK PRODUCERS REVIEW

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## Milk!!! The Food For All Ages USE IT LIBERALLY

### Federal Aid

The Agricultural Adjustment Administration at Washington purchased considerable butter and cheese for relief purposes in June, at a time when prices were being forced down by lack of buying for storage purposes. This move was a real help to dairy producers, as it had the effect of raising prices at a time when production was at its peak. There are great possibilities in the establishment of a permanent program which will help carry the surplus load in peak production and the Federal Government is to be congratulated on the job performed.

More than 162 million pounds of price-depressing surplus dairy products have been purchased by the Agricultural Adjustment Administration from August 1933 to date for the primary purpose of improving returns to dairy farmers, according to a summary released on June 24 by the Adjustment Administration's Dairy Section. These products, which included butter, cheese, dry skim milk, and evaporated milk, were bought from normal channels of trade and diverted for distribution to the needy and unemployed.

Under the program more than 71,949,500 pounds of butter, 19,027,500 pounds of cheese, 17,995,700 pounds of dry skim milk, and 53,186,300 pounds of evaporated milk were bought. While approximately \$24,400,000 has been expended in making these purchases, the effects of carrying out this program have been of considerable importance to the dairy industry.

The program of buying surplus dairy products was inaugurated in August 1933, largely at the request

of representatives of producers and their cooperative marketing associations. At that time the dairy industry was confronted with a serious surplus situation with 175 million pounds of butter in storage, the largest volume on record. Other branches of the dairy industry were in an equally critical condition. All of the dairy products bought under the program have been made available for immediate consumption to persons on relief.

### Now That the Conventions Are Over

Platform strategists of the two major political parties listened this month to the long-time agricultural proposals presented by the National Cooperative Council in behalf of its affiliated groups numbering 1,400,000 members.

Two national policies were urged upon the delegates: (1) Monetary reform through the adoption of a dollar of fixed and constant purchasing and debt-paying power; (2) Price stabilization through an economically sound handling of seasonal surpluses.

The results of this coordinated effort by organized agriculture can be seen in the platforms adopted by each of the two parties. Both of them heeded the requests for consideration, although they naturally made their own interpretations and used different wording in the final drafts of their platforms. These variations in wording open the door to various interpretations and it will likely be upon these interpretations that campaign issues will be built.

It is evident that agriculture must approach this whole matter on a non-partisan, or independent, basis. We must decide individually which party we feel will help most in improving the position of agriculture. Then we must keep watch to see that they perform as they promise—or else.

All organized dairymen participated in making these platform recommendations which were handled by the National Cooperative Council. The Inter-State, through the National Cooperative Milk Producers Federation, is a member of that Council.

### Base Rules in Connecticut

The Connecticut Milk Producers Association announces its rules for forming 1937 "Quotas" (a newer and perhaps better name for "base"). That association has informed its members that the quota forming period is from July 1 to November 30. The average daily production

during those five months will be the basis of 1937 quotas.

The announcement states further: "To retain his quota each member must deliver, during July, August, September, October and November, milk enough to equal, as an average, his present quota for the entire five months' period. In case deliveries are less than 100% for the five months' period he will lose part of his quota. If deliveries are above his present quota, he will receive an increase based on his proportionate share of quota losses sustained by other members shipping to the same dealer, plus his share of increases in Class I or fluid milk sales which may have occurred during the period."

We call this to your attention as we feel that all Inter-State members are interested in some degree. Should a production control plan of some kind be made effective again in this market we shall want to study the plans used in other markets and select those features which will fit our conditions to the best advantage of the market as a whole.

### Guest Editorial

MILK WINS AGAIN! . . . From the printed page, advertisements for tires, oil, gasoline, cigarettes, etc., are shouting at us that Louis Meyer, of Huntington Park, won the 500-mile Indianapolis Speedway classic by using their product. . . . One cigarette manufacturer is advertising that "the first thing Meyer asked for was his brand of cigarettes" . . . But the news stories tell the real story. . . . The first thing Meyer asked for after that hard, nerve-racking grind was a bottle of milk. . . . "Gimme a bottle of milk," was his first request. It was what he wanted most at that particular moment. . . .

Some day, some smart advertising man is going to break the precedent of advertising his company's milk on the woman's page of the daily newspaper, and advertise their milk on the SPORT page . . . and if the copy is right they are going to be surprised and pleased at the results.

Right now I can think of a half dozen sport celebrities that I know, who drink milk as a daily habit. . . . One exception is Max Baer—he likes his beer, and look where he landed. . . . What a story milk could tell on the sport pages of the newspapers! Every kid in the country, as well as the mothers and dads, would read of the benefits of milk for building glorious health, and strength. . . . Hit the kids in a DRAMATIC way on the sport page with the story of milk and you'll sell the nation. . . . If you don't think so—check up on Popeye The Sailor and spinach. . . .

—California Milk News.

### Sign-Up Passes Half-Way Mark

As we go to press approximately 6 out of 10 of the active and contributing members of the Inter-State Milk Producers' Association are signed up in the Cooperative.

The sign-up work moved steadily forward during June. About 1,000 new marketing agreements were obtained during that period in spite of almost unprecedented demand upon the field representatives for individual service to members. This, in addition to their regular services, cut sharply into the time available for sign-up work.

It is evident that producers are obtaining a better understanding of the need for a strong organization. The new set-up is different than that to which they have been accustomed. This, combined with numerous misrepresentations which had been spread around the territory several months ago, has made it necessary with some producers to go over again each feature of the new organization and show them wherein previous explanations were made for the purpose of confusing producers and preventing them from working together.

It is too early to set a date when the new Cooperative will be ready to function. Plans are now being considered for setting up districts preparatory to the election of a Board of Directors. This election, it is recalled, must take place within the district which each director is to represent.

### Move to Stabilize Cream Markets

A group of dairy cooperative leaders has held several meetings during the past several months in an effort to solve the cream problem in the Northeastern part of the country. It is felt that all cooperatives in the area concerned should participate and that a sort of clearing house be established to prevent "dumping" cream from one market onto another.

At a meeting in New York in June plans were discussed toward establishing a permanent organization for this purpose, this organization to handle only cream that might move from one market area to another. It would also move to prevent cream from being shipped in from outside when the markets are adequately supplied locally or from nearby milk sheds.

Such a move, it is felt, will go far in holding steady and satisfactory

cream prices and will help in reducing ruinous competition caused by cooperatives competing with each other.

### Organized Effort More Important than Ever

With the Pennsylvania milk control law upheld as constitutional it is evident that we are to continue to have governmental control. There is a definite place for such control but it carries with it certain problems which we, as producers, must face.

The history of such control, although brief, has demonstrated that milk distributors are so organized that they can—and do—exert tremendous pressure on control officials. Under such circumstances what will happen to producers?

Acting individually, they can do exactly nothing. Nor can the control officials be expected to go out by themselves and get all the facts—properly assembled, analyzed and interpreted—to protect always the producers' interests. These officials will get, regularly and repeatedly, the case of the distributors and it is only human for them to act upon that information, sometimes to the detriment of the producers.

Acting collectively, producers can present their case fully, completely, and opportunely. They will be able to collect, analyze and interpret facts which will help the control officials decide fairly.

Organized, producers can expect better control and the control officials will be enabled to do a better job—make fewer mistakes.

The question of needing an organization is vital. Producers in the Philadelphia area are now answering it. Thousands of those shipping to Philadelphia have answered in the affirmative by signing the marketing agreement in the Inter-State Milk Producers' Cooperative. A few thousand more only need the visit of a solicitor to get their signatures. A few are skeptical or have been grossly misinformed and, therefore, are not ready to sign.

Under governmental control a marketing organization is needed just as much as ever. Its functions are changed slightly, otherwise the picture is the same.

"Feeds and Feeding", recognized as the best authority ever published on livestock feeding problems, has just come off the press with its 20th edition. This edition is completely revised and contains 1050 pages with 200 illustrations. The price is \$5.00 and it may be obtained from Morrison Publishing Company, Ithaca, New York.

### Wedding Bells

Miss Muriel K. Buckman, a member of the Inter-State office force, who has had charge of membership records of the Inter-State Milk Producers' Cooperative, became the bride of Carlton R. Leedom on Saturday, June 27, at the Friends Meeting House in Newtown. The newly married couple will live in Yardley where Mr. Leedom is in business.

All of her associates and friends in the Inter-State office join in wishing Mrs. Leedom and her husband every happiness.

"Soil erosion concerns the city taxpayer as much as it concerns the farmer," declares J. Hansell French, Secretary of Agriculture. "Silt is filling city water-supply reservoirs faster than municipalities can pay off loans for the construction of dams."

Milk is the only food in nature that has but a single function, that of a food.

### Inter-State Milk Producers' Ass'n

Incorporated  
401 N. Broad St.  
Philadelphia, Pa.

Representing over 21,000 Dairy Farmers  
in the Philadelphia Milk Shed

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# Duryee Demands Fair Play

## Stresses Control Policy—Approves Increase

IN OPENING the hearing held by the New Jersey Milk Control Board on June 18, Wm. B. Duryee, chairman, made some important observations which we are passing on to all REVIEW readers. He announced that, although the subjects to be discussed that day were of primary interest to producers, they also concerned dealers and consumers.

He called special attention to the attitude of the board toward distributors. Some of his comments follow:

"1. Dealers should know by this time that it is the Board's intention to act fairly with them.

"2. We expect that dealers will be fair in their relations with producers and consumers. Any lack of this fairness, which may take the form of injuring either producers or consumers or their competitors to gain a temporary advantage, automatically places such dealers on a list to be given especial, watchful attention. Continuation of unfair policies brings with it sooner or later a day of reckoning.

### Must Keep Narrow Spread

"3. Many of those engaged in the distribution phase seem to be striving constantly to increase the spread beyond the point of fair return on the money invested and the services involved. It should be said that the Board is not interested in seeing that all dealers remain in business. To have this in mind would be to establish a spread sufficient to permit inefficient operators to continue and would bring greater than justified returns to those who are on an efficient basis.

"4. There are still some dealers who do not recognize the fact that the state has established regulation of the industry. This minority group undertakes to browbeat producers of milk with the statement that certain company regulations are to be followed and adds to such ultimatums the phrase—'or else.' The statement by these companies to the effect that they are doing a good job under milk control because their producers do not protest is beside the issue.

"5. Efforts to stabilize an industry must be themselves carefully analyzed to make sure that they do not unduly restrain or hamstring the distribution industry in attaining progress and encouraging initiative in the development of new methods which are potentially beneficial to

producers, consumers and dealers alike. The demarcation between stability and adequate flexibility is difficult to set forth and highly elusive."

Mr. Duryee discussed the matter of a price increase to producers in a manner which shows quite clearly an attitude favorable to it. He says in part:—

"The first topic for discussion is the proposal to increase the price of milk to producers by one cent a quart, this increase to be passed along to the consumer of fluid milk. The Board has been criticized, and probably justly so, for failure to reflect in its regular minimum price schedules the varying costs of production and seasonal trends in production. In proposing at this time for discussion this increase in price, the Board has in mind that, through such procedure, producers, who have been so adversely affected by drouth and who are now facing the period of higher production costs, may be financially able to so improve potential production as to prevent a serious shortage of milk with the very considerable advances in price that may easily follow.

### Higher Prices Needed

"The advance in the price of cattle, amounting to 40 percent or more in a period of a year, is an indication of shortage of milking cows in the country. The striking decrease in butter in storage at the present time indicates that there are no surpluses in storage from which supplies can be drawn to meet an emergency period. The continuing pressure of sanitary regulations is making it more difficult for small producers who produce the bulk of the milk to stay in business. The fact that there are practically no new producers starting in the business of milk production, while a number are going out, is another factor which must be given consideration in the study of measures to maintain an ample supply of safe milk, which the Board is under mandate from the Legislature to accomplish.

"The consumer has benefited from milk control in securing the finest quality of milk that has ever been produced. This quality, which includes higher butterfat than has ever prevailed before, costs money, and so does compliance with the many sanitary regulations which have helped in protecting the consumer's interest and at the same

time building public confidence in the product. . . .

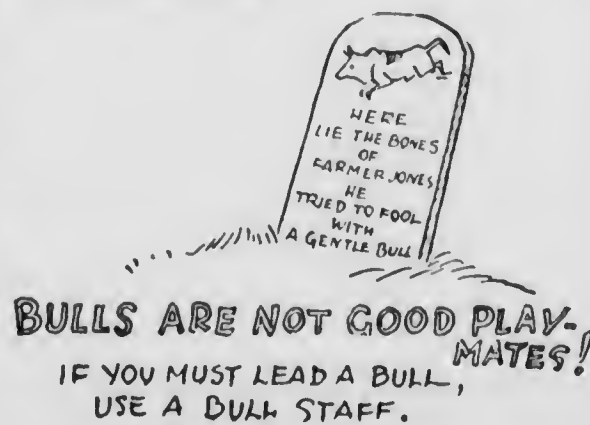
"The producer and the distributor share in the belief that milk prices should be kept as low as possible to stimulate consumption and to permit urban families on low incomes to properly provide their families with milk. On the other hand, improved quality must be paid for. To date, the producer has been largely paying the bill instead of the consumer. This cannot go on indefinitely and the Board is recommending for consideration this upward adjustment in price at this time, with the thought that when production and seasonal trends dictate, a reduction will be made with the same consideration that is being given to this proposal for an increase. The Board is opening this question for frank discussion and asks that thoughtful expressions be given at this hearing for its guidance."

### It Depends On the Man

"Very little correlation was found between the dairy scores made by the milk inspector for the Boston board of health and the bacteria counts of the same Grade A producers." This was one of the observations made by E. H. Rinear and H. C. Moore of the New Hampshire Agricultural Experiment Station, Durham, New Hampshire, and reported in Bulletin 291, "Maintenance of Grade A Milk."

The principal factors causing high counts were listed as (1) improper sterilization of utensils and improper washing or care; (2) improper cooling; (3) cows—garget, milking too close to or too soon after freshening, improper milking, etc.; (4) labor problems, carelessness of hired help, of proprietor, or both; (5) buildings.

Considering all factors, only 14 percent of the high bacteria counts were blamed on improper equipment—the other 86 percent on improper methods.



## Milk Prices—May, 1936

Weighted Average Prices Paid by Dealers for 3.5% Grade B Milk			
Dealer	Delivery Point	Mile Zone	Average Price
Supplee-Wills-Jones	Bedford, Pa.	261-270	\$1.66
Harbisons	Brandtsville, Pa.	121-130	1.89
Harbisons	Byers, Pa.	31-40	1.98
Harbisons	Carlisle, Pa.	131-140	1.88
Harbisons	Centerville, Md.	91-100	1.73
Supplee-Wills-Jones	Chambersburg, Pa.	151-160	1.72
Supplee-Wills-Jones	Chestertown, Md.	81-90	1.66
Scott-Powell	Clayton, Del.	61-70	1.78
Abbotts	Coudersport, Pa.	331-340	1.81
Abbotts	Curryville, Pa.	251-260	1.83
Scott-Powell	Dagsboro, Del.	131-140	1.73
Supplee-Wills-Jones	Duncannon, Pa.	121-130	1.75
Abbotts	Easton, Md.	101-110	1.82
Harbisons	Frenchtown, N. J.	61-70	1.81
Abbotts	Goshen, Pa.	61-70	1.95
Supplee-Wills-Jones	Hagerstown, Md.	181-190	1.61
Supplee-Wills-Jones	Harrington, Del.	91-100	1.66
Supplee-Wills-Jones	Huntingdon, Pa.	201-210	1.69
Harbisons	Hurlock, Md.	121-130	1.72
Abbotts	Kelton, Pa.	41-50	1.97
Abbotts	Kempton, Pa.	81-90	1.94
Supplee-Wills-Jones	Kennedyville, Md.	71-80	1.68
Harbisons	Kimberton, Pa.	31-40	1.98
Martin Century	Lansdale, Pa.		2.17
Supplee-Wills-Jones	Leaman Place, Pa.	51-60	1.82
Supplee-Wills-Jones	Lewistown, Pa.	161-170	1.72
Scott-Powell	Longsdorf, Pa.	141-150	1.87
Harbisons	Massey, Md.	61-70	1.73
Supplee-Wills-Jones	Mercersburg, Pa.	181-190	1.72
Harbisons	Millville, Pa.	151-160	1.87
Supplee-Wills-Jones	Moorefield, W. Va.	291-300	1.55
Supplee-Wills-Jones	Mt. Pleasant, Del.	41-50	1.70
Supplee-Wills-Jones	Nassau, Del.	121-130	1.65
Scott-Powell	New Holland, Pa.	61-70	1.94
Abbotts	Oxford, Pa.	41-50	1.97
Abbotts	Philadelphia, Pa.		2.15
Baldwin Dairies	Philadelphia, Pa.		2.32
Breuninger Dairies	Philadelphia, Pa.		2.28
Gross, Chas.	Philadelphia, Pa.		2.37
Hutt-Kemp	Philadelphia, Pa.		2.20
Penn-Victor	Philadelphia, Pa.		2.19
Scott-Powell	Philadelphia, Pa.		2.12
Supplee-Wills-Jones	Philadelphia, Pa.		2.10
Sypherd Dairies	Philadelphia, Pa.		2.06
Abbotts	Port Allegany, Pa.	321-330	1.81
Scott-Powell	Pottstown, Pa.	41-50	1.95
Supplee-Wills-Jones	Princess Anne, Md.	131-140	1.63
Abbotts	Providence, Md.	41-50	1.86
Supplee-Wills-Jones	Red Hill, Pa.	41-50	1.82
Breuninger Dairies	Richlandtown, Pa.	41-50	1.98
Harbisons	Ringoos, N. J.	51-60	1.82
Supplee-Wills-Jones	Ronks, Pa.	61-70	1.82
Harbisons	Rushland, Pa.	21-30	1.99
Scott-Powell	Snow Hill, Md.	161-170	1.72
Abbotts	Spring Creek, Pa.	401-410	1.79
Harbisons	Sudlersville, Md.	71-80	1.73
Supplee-Wills-Jones	Townsend, Del.	51-60	1.69
Wawa Dairies	Wawa, Pa.		2.05
Supplee-Wills-Jones	Waynesboro, Pa.	171-180	1.72
Clover Dairies	Wilmington, Del.		2.03
Fraims Dairies	Wilmington, Del.		2.04
Supplee-Wills-Jones	Zieglerville, Pa.	31-40	1.82

## Pennsylvania Price Schedules

Prices per 100 pounds of milk of 3.5% butterfat content for May and June, as established according to Pennsylvania Milk Control Board Order 24, as amended, & Order 25 are:

Class	May Prices	June Prices
I (fluid milk) f.o.b. Phila.	\$2.50	\$2.50
I f.o.b. secondary markets	2.38	2.38
I state-wide & rural areas	2.19	2.19
IA (for fluid cream) f.o.b.	1.80	1.80
II (for ice-cream)	1.46	1.54
IIA (for chocolate, etc.)	*1.46	*1.54
IIB (evaporated milk, etc.)	1.40	1.50
IIC (for butter)	1.16	†1.24
III (for American Cheese)—(according to special formula based on cheese price and cheese yield of milk)		

\* Plus or minus certain differentials.

† After June 16 Class IIC price is amount of butterfat times price of 92-score New York butter, plus 20¢ per 100 pounds of milk.

Butterfat differentials on Classes I, IA, II, IIA, and IIB are 4 cents a point up or down from 3.5%, also on Class IIC in May and June 1-15.

## Prices at Receiving Stations in Philadelphia Marketing Area

Mile Zone	Class I	Class IA
0 to 20	\$2.50	\$1.80
31 to 40	2.23	1.77
41 to 50	2.22	1.77
51 to 60	2.21	1.77
61 to 70	2.20	1.77
71 to 80	2.19	1.76
81 to 90	2.18	1.76
91 to 100	2.17	1.76
101 to 110	2.14	1.76
121 to 130	2.10	1.76
131 to 140	2.09	1.76
141 to 150	2.08	1.76
151 to 160	2.07	1.76
161 to 170	2.07	1.75
171 to 180	2.06	1.75
181 to 190	2.06	1.75
201 to 210	2.05	1.75
251 to 260	2.02	1.75
261 to 270	2.02	1.74
291 to 300	2.00	1.74
321 to 330	1.99	1.74
331 to 340	1.98	1.74
401 to 410	1.95	1.73

## Prices Paid Producers On Other Markets

Class I price 3.5% milk for June, Weighted Average price for April (A) or May (M). All prices f. o. b. city market except as indicated.

Market	Class I Price	Retail Price	Weighted Average Price
Philadelphia	\$2.50	11¢	?
Pittsburgh	2.38	11	\$1.905 A
Youngstown	1.90	10	1.57 A
Wheeling	2.15	11	1.73 A
New York	*2.45	12	*1.54 M
Hartford	2.94	13	2.437 A
Boston	3.316	13	†1.625 M
Washington	†2.78	13	2.65 A
Baltimore	†2.38	12	?
Detroit	2.48	12	1.94 A
Milwaukee	2.00	10	1.61 M
Providence	3.23	13	2.967 M
Chicago	1.625	11	1.535 A
Kansas City	1.88	11	1.67 M
St. Louis	2.00	12	1.73 A
St. Paul	1.75	10	1.66 A

\* Price applies in 201-210 mile zone.

† Price applies in 191-200 mile zone.

‡ Price includes fluid milk and all cream.



# The Cooperative Community

ELIZABETH MCG. GRAHAM, Editor

## The Riches of a Commonwealth

HANNAH McK. LYONS, M.D.



Before this issue of the REVIEW reaches you, the big political parties, as well as the smaller ones will have named the one they hope to make their standard bearer for the next four years. And I am sure that more than one earnest appeal has gone to the Great Leader of Men that those chosen might be men, whom the "lust for office cannot spoil."

Believing with Whittier that—  
The riches of a commonwealth  
Are free, strong minds and hearts of health;

And more to her than gold or grain,  
The cunning hand and cultured brain.

We realize only too well that we have "changing times"—widespread unemployment, the loss of security; relief given, such as never before and in the midst of plenty; of the serious need of better methods to handle these situations.

So it is with satisfaction that we have Mr. Howard Braucher's message when he talks of "changing values", changing from the accumulation of material goods to that which is real living, and proves it by reminding us how in all our discussions we are using phrases as—

A Better Way of Living  
A Better Basis of Living  
More Meaningful Living  
The Rational Enjoyment of Life  
Adventurous Living  
Dare to Live  
Art of Living  
A Well Balanced Life  
School of Living  
A Pattern for Living

Mr. Braucher says "What is the inner meaning of all this? Just this, that as a people we are changing our sense of values. In practice we have rated living as dependent on first accumulating material things. How truly he says of adults—we have been willing to steal a little living, a little culture, a little recreation when we thought it would help us in accumulating material things—make us more fit for work, help us in attaining security first. And now we are not so sure about the material things. (What of our bank accounts and savings which we hoped would make us secure?) Changing values—college professors are telling us that youth are not thinking so much in terms of quickly obtaining large salaries; that they want a measure of security and a chance to live as they go along; that they are attracted to adventurous living in the subsistence homestead.

"Again, the question, what is it that is taking place? What is the change? These are asked as a young man keen about the education of his two children as he discusses party platforms—what is the change? The answer—the perceptible swing toward living, toward human activity that is permanently satisfying rather than to the accumulation of material things. The simple pleasure of life, the having of a well trained and a well-

(Please turn to page 15)

## Christianity And the Cooperatives\*

Benson V. Landis

Many religious leaders, organizations and periodicals have declared themselves on the cooperative movement. *Walter Rauschenbusch* in his "Christianizing the Social Order" (1912) discussed the cooperative associations as one of "The Powers of the Coming Age."

Said Rauschenbusch: "The cooperative associations represent a new principle in economic life. . . They combine a wholesomely selfish desire to get ahead with genuine fraternal sympathy and solidarity, and the combination works and holds its own against the most efficient business concerns in those fields where the cooperatives have learned to master the situation. . . They have a great future and no limit can be set to their possibilities. They are a part of the newly forming tissue of a Christian social order and are one of the powers of the coming age."

*E. Stanley Jones* says: "We can help to develop the cooperative spirit instead of the competitive by organizing cooperatives of various types and kinds. . . . Kagawa of Japan is making the forming of cooperatives among various types of people in various occupations a part of the Kingdom of God movement. He is improving the economic and moral condition of vast numbers and at the same time training them for the new cooperative society—the Kingdom of God on Earth."

*Arthur E. Hall* writes: "First, as compared with other movements which attempt to reform the other fellow, the cooperative movement starts with reforming ourselves. Second, cooperatives emphasize the need of developing widespread education co-equally with organizations, which is the essence of democracy."

"Third, cooperation must thoroughly exemplify the Christian philosophy of life."

In 1912 the Federal Council of Churches sent *Rev. C. O. Gill* to Europe. He spent six months visiting 12 countries. He reported that "in many cooperative societies clergymen have played an important part." He also held that the expansion of the cooperatives was not more impressive than their social effects, and that for large groups of people cooperation had a larger purpose than that of reducing the costs of their purchases or of increasing the prices of their products. Said Mr. Gill: "Cooperation has emancipated the poor farmer from usury. . . . Cooperation is a great developer of responsibility among individuals. . . . Illiterate men are taught to read. Neighbors who were enemies become friends. Many men make great sacrifices for the cooperative movement."

The *Christian Century* for March 11, 1936 ran an editorial containing the following:

"Poverty cannot be defended by any Christian principle. . . there is no possible way of evading the responsibility that now inheres in religious leadership. On the economic side the most opportune program will lie in the realm of producers and consumers cooperatives, and ministers, Christian laymen, and youth should be engaged in a study of the application of the economic program of cooperative societies to present local, state, and national situations."—DR. MARK A. DAWBER, Director of Rural Work, Methodist Episcopal Church, U. S. A.

ing judgments: "In the cooperative movement the Christian church has discovered what seems to be a way of moral release for its long pent-up economic convictions. The social gospel has laid a great burden upon the Christian conscience. This burden has been made heavier by a certain feeling of helplessness, a sense that there was not much of anything that could be done about it. This has been especially true of the economic aspect of the social gospel. . . . The cooperative movement has now come into the focus of the church's attention and is making a far more potent appeal than any concrete program has ever made as a plan of Christian activity on the economic level. . . ."

An editorial appearing in the *Federal Council of Churches Bulletin*, New York, for June, 1935, says that cooperatives provide "a form of economic organization which is in keeping with the Christian ideal of brotherhood. It is a movement which should be eagerly encouraged by all Christians who have become painfully aware of the ethical inadequacy of our present economic structure and yet are deeply convinced that neither fascism nor communism offers any alternative acceptable to the Christian conscience. . . ."

The Social Ideals of the Churches adopted by the Federal Council of the Churches of Christ in America in December, 1932, stated that "the churches should stand for . . . encouragement of cooperatives and other organizations among farmers and other groups."

\*"Christianity and the Cooperatives", the booklet from which these extracts have been reprinted, may be secured from the *Congregational and Christian Churches of America*, 287 Fourth Avenue, New York City, price 10¢.

July, 1936

"For a community of small farmers individually owning the land by which they live, agricultural cooperation presents the only chance of economic success."

—SIR HORACE PLUNKETT.

## For a Cent and a Quarter a Day

(Dairy Council Notes)

"I know what it is—it's a wolf!"

"No, I know. It's a big dog."

Thus was the calf, placed in the Philadelphia Zoo by the Dairy Council, greeted by some of its early visitors, children from the public schools of the city. Even before this exhibit of cows and calf was officially opened to the public, teachers had begun to bring their pupils by the hundred to visit the model dairy barn. (See photograph elsewhere in the REVIEW.) On the occasion of the dedication, which took place just as the REVIEW was going to press last month, all of the Philadelphia newspapers carried pictures of the exhibit, with those officiating in the presentation. The purpose of the exhibit is educational, and it is arousing much favorable interest in the dairy industry in the Philadelphia Milk Shed.

The Mayor of Philadelphia, S. Davis Wilson, is inaugurating a Milk Fund to provide milk for under-nourished children. It is being urged that those able to go away on vacations remember those not so fortunate by contributing to the Milk Fund the amount which would otherwise be spent for their usual milk order while at home. Three hundred and seventy thousand announcements of this milk fund were distributed to customers throughout the city by milkwagon drivers. It is the hope of the Mayor, as well as of the Dairy Council, which was called into consultation in developing these plans, that the Milk Fund would serve a double purpose—to provide milk for undernourished children who would not otherwise receive it, and help in a measure to maintain sales while many families are away from the city.

A national conference of Dairy Councils scattered throughout the country, was held in mid-June in Indiana. Producers in the Philadelphia Milk Shed may take some pride in the fact that the example which they set in the organization of one of the first Dairy Councils to advertise their product, has since been followed in over twenty-five milk markets from California to New England.

The Philadelphia Inter-State Dairy Council is looking forward to its tenth consecutive year of participating in the annual Summer school of Pennsylvania State College. Dr. Hannah McK. Lyons, and others are scheduled to meet daily with students in the School of Physical Education under Dr. Joseph P. Ritenour, and in the Department of Home Economics under Miss Edith P. Chace, during the week of July 13th.



## Hats Off To The Leaders!

A. D. D.

"You certainly will be surprised," said the county agent, with a droll Carolina accent. "I shouldn't wonder but that you'll be mighty pleased with those folks down there. They've learned how to play to-gether and, how to work to-gether, and they sure do get things done, and what's more, they have a lot of fun doing them."

We had gone over into Northern Maryland that afternoon, to arrange meetings for the fall elections. We were trying to get away from the old-fashioned, dry-as-dust type of meeting, where the Inter-State men do most of the talking, and where many of the few farmers who are loyal enough to come out, go to sleep, and no one can blame them. We knew that it was time for these folks to take charge of their own meetings—to let their own members do most of the talking and explaining—we knew that among them were many thinkers and well-informed men, well qualified for leadership.

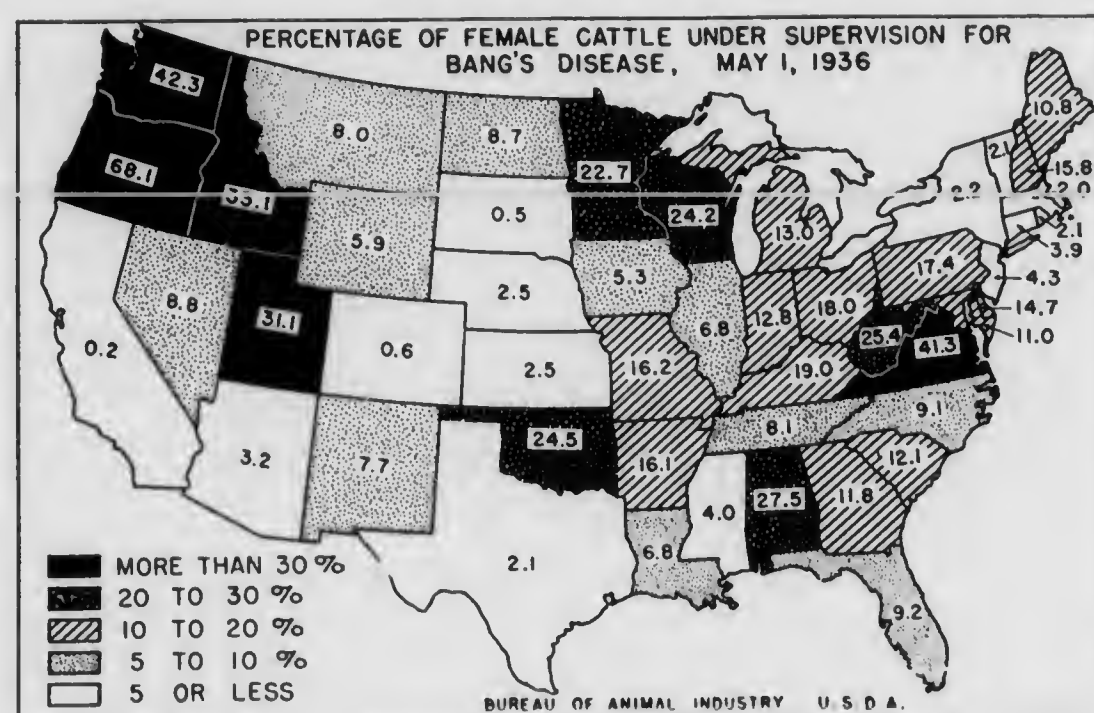
We knew too, that information can just as well be given to folks in such a manner as not only to keep them awake, but to give them incentive, inspiration and hope. We have long since passed the stage where education needs be a dull affair. We knew too that it was high time to wake up to the possibilities represented by these few loyal members who always came out, and who were willing to sit through a long dull evening that they might find a ray of hope in the future, that might help them and their neighbors out of the depths of agricultural despair.

The Leaders in every Local throughout the whole Philadelphia Milk Shed are the Captains of their Industry. They have Organized—they have Studied—they have Sacrificed, left their work to meet many an emergency—they have Guided their neighbors, their friends, their communities, in the development of a Gigantic Business—a business that represents almost half of the total agricultural income of the entire Milk Shed—a business that has brought a sure, steady income to more farm homes in its territory than any other one thing, perhaps more than all of the others put together. More than that, a business that has given more milk, more cream, more butter, more ice-cream, more of all dairy products to children and adult city folk, than would have been thought possible, even by the kindest fairy god-mother, a hundred years ago. HATS OFF TO THESE LEADERS—THEY ARE STILL ADVANCING—CARRYING THE TORCH HIGH—DREAMERS?—MAYBE. BUT YOU CAN THANK THEM FOR YOUR NEXT MONTH'S CHECK—FOR THE SOUNDNESS OF YOUR INVESTMENT—AND FOR THE SECURITY OF YOUR FUTURE.









## Co-Ops Gain Added Federal Recognition

### Congress Shows Friendly Attitude

THE 1936 legislative season is practically over. With the adjournment of Congress on June 21 only the Pennsylvania legislature is in session in any territory covered by the Inter-State and that body is in a special session which includes no strictly agricultural legislation.

The National Congress passed three bills of special interest to dairymen. The appropriation bill increased the appropriation for elimination of Bang's disease (abortion) by \$3,864,000 making a total of \$15,214,000. The same bill provides \$1,500,000 for eradication of bovine tuberculosis, \$150,000 for experimental work on controlling or curing cattle diseases and \$7,500,000 for the purchase of surplus dairy products.

#### Control Butter Trading

An amendment to the Commodity Exchange bill which would have eliminated any supervision or control over "future" trading in butter was defeated.

Both these actions represent victories for dairy organizations as an active fight was carried on by the National Cooperative Milk Producers' Federation to gain the added appropriations and to keep butter under the control proposed in the Commodity Exchange bill. The Inter-State actively supported this stand and urged all Senators and Representatives in Congress from

our states to vote accordingly. The records show that most of them voted as we urged.

The extra appropriation for disease control makes it possible for more farmers who want to use this method of getting rid of Bang's disease to get an indemnity on cattle effected. The control over butter "futures" trading should help eliminate some of the violent fluctuations and low spring prices that have sometimes occurred, thus steadying the dairy market.

#### The Chain Store Bill

The Robinson-Patman bill to control chain stores was passed but its effect cannot be accurately forecast. It is interpreted to include any organization, including cooperatives, which may operate in several markets or areas, and some features need clarification. Some who have studied its details are inclined to doubt its constitutionality.

Another action by the Senate was warmly welcomed by all agricultural cooperatives. That was turning down the McKellar resolutions which would have made an open book of all transactions between cooperatives and certain lending agencies. Had those resolutions been adopted it would have been an opening of the door so that private business could have free excess to what in common language is "private business of the cooperative and its bank and none of any one else's business."

*This map shows progress of work on eliminating Bang's disease (abortion) from cattle herds. Organized efforts of dairymen obtained increased funds so this work can be speeded up. (See article on this page).*

This situation is reported more fully in the *Cooperative Journal* for June, which says in part:

"Are all the confidential records of the Farm Credit Administration and Banks for Cooperatives to be spread upon the pages of the Congressional Record for the scrutiny of the competitors and opponents of farm cooperatives?"

"This question came squarely to the fore in the closing days of Congress as Senator K. D. McKellar, affected with co-op phobia, sponsored two Senate resolutions.

#### Drop "Fishing" Resolution

"One of these would grant him authority to continue for two more years his authority to fish, in the name of a Senate committee, for cotton cooperative troubles. The other would require the Farm Credit Administration to furnish the Senate with four specified confidential documents relating to its cotton work as well as statements of accounts between government agencies and the cotton cooperatives. It would also require a statement from the administration as to what loans it expects to make to the cotton cooperatives this year.

"Farm Credit officials and cooperative leaders alike were disturbed over the possible precedents which would be established should the McKellar resolutions, which do not require concurrence by the House nor approval by the President, be passed.

"As Congress approached adjournment with McKellar's two resolutions awaiting action, his associates in the Senate were beginning to feel that his perpetual row with co-ops was becoming something of a nuisance. Many Senators with cooperative constituents showed traces of embarrassment—wanting an end to the foolery but hesitant to stop simple resolutions of investigation which Senatorial courtesy and precedent would allow to pass.

"Almost everybody, it seemed, wanted somebody else to bell-the-cat, for it was fully evident that whoever tried to bell-the-cat would probably get scratched."

The fellow pulling on the oars hasn't time to rock the boat.

### Control Boards Issue New Orders

The Pennsylvania Milk Control Board issued Order 25, amending Order 24, on June 9, 1936, and effective on June 16. This order eliminated area 9 by combining it with area 8, designating it all as the state-wide area.

The price of Class II milk—for cream used in ice cream—was established as three and one-half times the price of 92-score butter at New York, excepting that should the price of New York butter fall below \$.28 a pound, the minimum price to be paid to producers shall be \$1.48 per hundred pounds. The change here is to establish a minimum price for milk used in this class.

The price of Class 2C milk—used for butter—was established as the "Butterfat content of milk in pounds, multiplied by New York butter plus \$.20."

One other change of interest to producers is extending the payment dates to the 30th for the first half of the month and to the 15th for the last half at which a complete statement for the previous month must be supplied.

A few minor changes in retail and wholesale prices were also authorized in the order.

The New Jersey control board issued a new order, effective on July 1, which raises the price of milk used for Grade "A" cream to \$1.75 per 100 pounds of 3.5% milk with 6 cents a point differential for milk testing more or less than 3.5%.

The same order specified a price of \$1.65 per 100 pounds of 3.5% milk used for other than Grade "A" cream with a 4 cent variation for each point up or down from 3.5%.

Minor changes were made in the schedule of retail and wholesale prices in certain areas of the state.

### New Agricultural Plan Interests N. J. Farmers

The report that Jersey farmers "are showing considerably more interest" in the new Federal Agricultural Conservation Program than they did in earlier adjustment programs of the AAA was made by W. H. Allen, executive officer in New Jersey for the program.

More than 4,000 Jersey farmers, he said, have already filled out work sheets as the first step leading to participation in the program, which provides for two forms of payment for producers who comply with specified recommendations for soil conservation and soil improvement. Previously, only 350 Jersey farmers participated in AAA programs for corn and hog, and wheat adjustment.

Interest of Jersey farmers in the

program, in Mr. Allen's opinion, is based more on the soil conservation benefits it holds than on the governmental grants of cash, which are expected to total about \$500,000 in New Jersey this year.

Major interest is shown by dairy farmers who have large plantings of grassland and alfalfa, fruit growers who interplant orchards with grasses and legumes, and vegetable growers who have large acreages in cover crops and green manures.

Several thousand Jersey farmers are unable to qualify under the program because it does not fit their systems of farming or farm management. They include specialized poultrymen on limited acreage, cranberry and blueberry growers, intensive vegetable growers with limited land holdings, and fruit growers whose orchards are clean tilled.

### Ten Commandments to Prevent Rejected Milk

1. Keep cows, stables and utensils clean at all times.
2. Keep cows' flanks and udders clipped.
3. Always keep cows well bedded.
4. Always clean cows' flanks and udders with clean damp cloth before milking.
5. Milk with absolutely clean, dry hands.
6. Sterilize all cans, pails and strainers with scalding hot water or a good reliable chemical sterilizer immediately before using.
7. Filter milk through cotton disc, using a strainer with tight fitting bottom.
8. Cool milk immediately to 60 degrees or below. Hold at this temperature until delivered to market.
9. Keep milk in milk house away from contaminating odors and dust.
10. If milk is delivered to road, cover the cans with clean, wet blanket or burlap to keep it cool.

Scotch scientists tell this one on the Scotch, according to a governmental bulletin received from Scotland by the Pennsylvania Department of Agriculture. White mice, fed the national diet of the Scots languished and died. Other white mice, fed the same diet with the exception that milk was added, waxed fat and healthy.

First: "I'm afraid Jones is wandering in his mind since flunking in that math. exam."

Second: "Well, you needn't worry. He can't go far."



A B-K sterilizing rinse on your cans, buckets, strainers, will instantly destroy 99% of harmful bacteria. B-K has been America's leading dairy sterilizer for 24 years and is approved by health authorities. At 1/6¢ per gallon, B-K Powder makes the most inexpensive chlorine sterilizing solutions you can use. Buy B-K from your local dealer today.

GENERAL LABORATORIES DIV.  
Pennsylvania Salt Mfg. Co.  
Widener Bldg. Philadelphia, Pa.

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have solved printing problems for others.

### What are yours?

The quality of our printing is apparent when you get the job. The economy is apparent when you get the bill.

## Horace F. Temple

INCORPORATED

WEST CHESTER, PA.

### Farmers' Exchange

Classified advertisements will be carried in the Inter-State Milk Producers' REVIEW at the rate of 5 cents a word, \$1.00 minimum per insertion. (Members of Inter-State 4 cents a word, \$0.80 minimum.) Each initial and abbreviation counts as one word. Cash with order.

### ELECTRIFIED FENCE

ELECTRIFIED FENCES SAVE 80%. ONE-WIRE, oldest, cheapest, safest, most effective. Battery or power current. 30 days trial, free information. Write One-Wire Fence Co., B-24, White-water, Wis.

### ELECTRIC FENCING

Fence with one wire—Battery Delco, or Public Service. Guaranteed reliable. 80% Saving—Thirty Day Trial. WRITE FOR CATALOG, John W. Woll, Newtown, Pa.

### HORSEMANSHIP

"HOW TO BREAK AND TRAIN HORSES"—A book every farmer and horseman should have. It is free; no obligation. Simply address Beery School of Horsemanship, Dept. 1037, Pleasant Hill, Ohio.



# Market Conditions Mixed

## Milk Prices Unchanged, Butter and Cheese Up

A MARKET condition which appeared critical early in June was relieved somewhat by frequent rains during the month. Thus, instead of the summer shortage striking in June, it has been delayed somewhat and is not likely to become serious until mid-July. In some sections of the milk shed pastures are so short now, however, that production is decreasing sharply and the producers affected are worried as to their feed supply next fall and winter.

Production reached its peak in this milk shed about June 1 with the amount of milk per farm well above average. This peak was passed in Delaware and Maryland somewhat earlier and with hay and pasture conditions reported as only about 60 percent of normal in those states on June 1, production was falling off rapidly.

### Forecast Feed Scarcity

The hay crop over the entire milk shed is far below normal and even though second and third cuttings of alfalfa may improve and the use of emergency hay crops will help fill the gap, it is evident that hay mows will carry far less than a normal supply of feed next fall. This local situation, combined with the severe drought in the grain growing areas of the Mid-West, point to sharply increased feed prices next winter. As reported elsewhere in this issue, practically every item of expense in producing milk has gone up, except feed, and it now seems that this item might outdo the others in a price increase.

Indications point to a modest increase in the consumption of milk but no reliable information is available as to the amount of cream consumed as compared to previous years. Most major milk markets are showing evidence of a growing demand for fluid milk. Milk production in the Atlantic seaboard states was reported by the United States Department of Agriculture as slightly higher on June 1 than a year ago but with less butter being made in those states and less cheese also, except in New York, it is indicated that fluid milk has used the difference.

Production of manufactured dairy products shows a very slight increase in May as compared to a year ago with butter production 2 percent less. Cheese production was 9.1 percent higher and evaporated milk output was 6.6 percent higher,

making a new production record for May. Total production for the first five months of 1936 shows 16 million pounds, or 2.5 percent, more butter than in 1935. Cheese production for corresponding periods shows a gain of 25 million pounds, or 17.2 percent, and about 1.7 percent more evaporated milk was manufactured.

### Consumer Demand Better

Demand for these products has held up well. Movement into retail channels in May, as compared to May, 1935, shows 3.4 percent more butter, 6.8 percent more cheese and 30 percent more condensed and evaporated milk.

Storage supplies of butter on June 1 totalled 21,075,000 pounds, almost 11 million less than average and 12 million less than a year ago. The amount in storage near the end of June showed a much wider difference with the four largest storage centers, Chicago, New York, Boston and Philadelphia, reporting nearly 17 million pounds less than a year ago. The amount of cheese in storage in the same markets is about one million pounds, or 10 percent, more than a year ago. Storage reports for the entire country showed about 20 percent more cheese on June 1 than the same date in 1935. Evaporated milk supplies held by manufacturers on June 1 were about 9 percent less than average.

### Butter, Cheese Prices Up

Prices of butter and cheese have showed sharp increases during June. Butter reached its season's low of 26 3/4 cents at New York on May 18-19-20, was 27 1/2 cents on June 1, and closed at 31 cents on June 30. The June average of 92-score butter at New York was 29.69 cents as compared to 24.27 cents in June, 1935. The price of cheese (single daisies) at Chicago was 15-15 1/4 cents at the end of May and advanced to 17-17 1/4 cents the last of June. The price per case of evaporated milk advanced from \$2.83 to \$2.96 since May, 1935.

Cream prices at Philadelphia showed an advance during June from \$14.50 to \$15.50 per 40-qt. can of 40% cream from Pennsylvania approved sources. Cream from unapproved sources advanced from \$12.00 to \$14.25. Total receipts of cream during the first four weeks of June were 20,053 cans (40-qt.) of 40% cream. Of this amount 12,954 cans, or 65 percent, came from Pennsylvania and Maryland. This

high proportion of local cream is typical during the season of flush production.

Date	92-Score Philadelphia	Solid Pack New York	Chicago
1	28 1/2	27 1/2	27
2	28 1/2	27 1/2	27
3	29	28	27 1/2
4	29 1/2	28 1/2	27 1/2
5	29 1/2	28 1/2	27 1/2
6	29 1/2	29	27 1/2
7	29 1/2	28 1/2	27 1/2
8	29 1/2	29	27 1/2
9	29 1/2	29	27 1/2
10	29 1/2	29	28 1/2
11	30 1/2	29 1/2	28 1/2
12	30 1/2	29 1/2	28 1/2
13	30 1/2	30	28 1/2
14	30 1/2	29 1/2	28 1/2
15	30 1/2	29 1/2	28 1/2
16	30 1/2	29 1/2	28 1/2
17	31	30 1/2	29 1/2
18	30 1/2	30 1/2	29 1/2
19	30 1/2	30	29 1/2
20	30 1/2	30	29 1/2
21	30 1/2	30	29 1/2
22	30 1/2	30	29 1/2
23	31 1/2	30 1/2	30
24	31 1/2	31 1/2	30 1/2
25	31 1/2	31 1/2	30 1/2
26	31 1/2	30 1/2	30 1/2
27	31 1/2	30 1/2	30 1/2
28	31 1/2	31	30 1/2
29	31 1/2	31	30 1/2
30	31 1/2	31	30 1/2
Average	30.39	29.69	28.88
May, '36	28.19	27.48	26.31
June, '35	25.27	24.27	23.48

Don't forget that the word, "co-operate" is made up of two parts—"co," meaning together, and "operate" meaning work. Sometimes we get together all right and then fail to work. We must do both to really cooperate.—*The Sunbelt Courier*.

Every sale of a pound of butter substitute kills the sale of a pound of real butter and increases the surplus of dairy products by eleven quarts of milk because it takes approximately that much milk testing 3.5 percent to make one pound of butter.

"I've a friend I'd like you girls to meet."

Athletic Girl: "What can he do?"

Chorus Girl: "How much has he?"

Literary Girl: "What does he read?"

Society Girl: "Who are his family?"

Religious Girl: "What church does he belong to?"

College Girl: "Where is he?"

Prospective Tenant to Landlord: "Nice place you have here. Is it free from cockroaches?"

Landlord: "There isn't a single one around."

Voice from the Alley: "Correct, they're all married and have children."

"Do you really think that college develops the mind?"

"I certainly do. Who but a college boy could think up so many different ways to ask for money?"

July, 1936

## Dallas Makes Big Plans For National Dairy Show

October 10-18 the dairy cow takes the stage at Dallas. Emphasizing the importance of agriculture nationally the big Texas Centennial doffs its ten gallon hat to the queen of the dairy world and shows the tempo of the whole swift-moving Exposition to the patient, placid pace of the champions of the cattle industry. For these nine days special recognition will be given the present importance of dairying in the south and the tremendous future possibilities for the industry portrayed in the living panorama of the show ring.

C. L. Hill, President of the National Dairy Association, predicts one of the most successful presentations in the history of the National Dairy Show. He says, "The co-operation of the Centennial and the several breed associations makes possible the largest cash awards ever offered for dairy cattle in the American show-yard. This together with the growing market for breeding stock will bring to Dallas in October one of the finest aggregations of exhibition animals in the whole history of the Show. Herds will come from as great distances as California and Washington on the west and Massachusetts, New York and Maryland on the east. It looks like a great show and well justifies the decision to make this presentation for the industry in the south-west."

Response from livestock people from all parts of the country warrant the expectation of a record ringside. Special trains will run from New York and New England and from the middle west.

Educational exhibits will be presented by the several cattle record societies. Of special interest will be the exhibition of the world record Holstein - Friesian cow, Carnation Ormsby Butter King, owned by Carnation Farms, Washington. Her milk yield of 38,606.6 pounds and her record of 1402 pounds of butterfat each exceeds the production of any other cow of any breed.

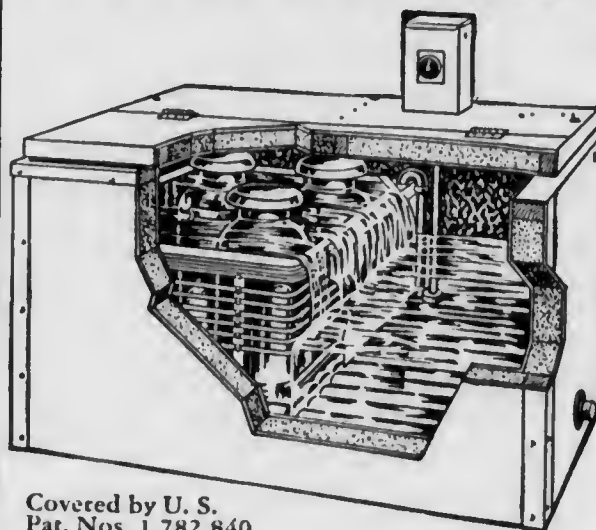
## A Real Champion

Four months after completing a record which made her the world's champion producer of milk and butterfat, the Holstein cow, Carnation Ormsby Butter King, gave birth to twin calves. The calves were born on June 20.

It is remarkable that the first cow to produce over 38,000 pounds of milk and 1400 pounds of butterfat in a year should have continued, long after her year was completed, milking over 80 pounds of milk a

# ESCO "NI-AG-RA"

## Cools Milk to the Very Top



Covered by U. S. Pat. Nos. 1,782,840 and 1,982,570

Exclusive Patented

# "HIGH WATER LEVELER"

Does It!

ICY COLD WATER is always up on the necks of the cans—the ESCO "NI-AG-RA" is the only milk cooler that maintains a constant water level—above the milk level in the can—whether you have only one can in the Cooler or it is filled to capacity. ALL the MILK in EVERY CAN is cooled to 50 degrees (and lower) in one hour or less.

See in the illustrations how the exclusive patented Automatic High Water Leveler works. See why it is the only milk cooler that cools all of the milk in every can night and morning to a uniform temperature.

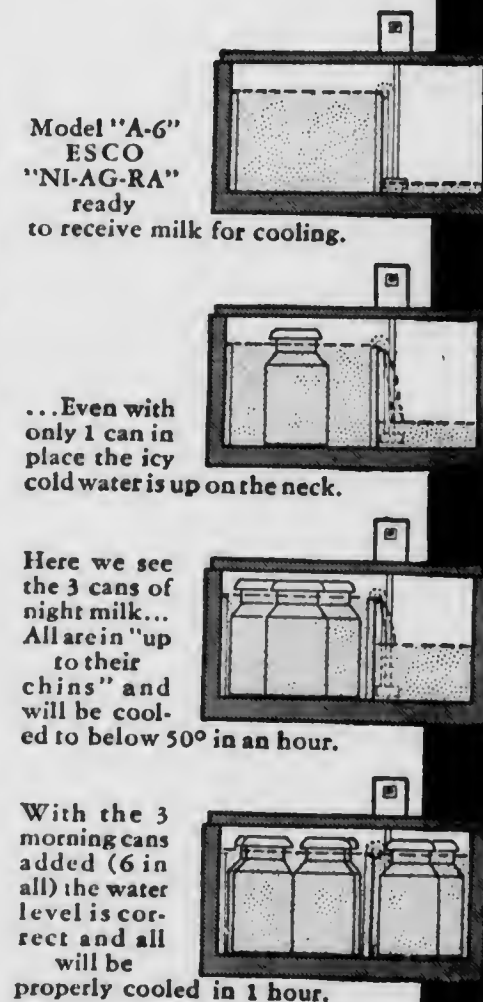
Write today—get FREE BOOKLET describing in detail the 24 special features of the New ESCO "NI-AG-RA".

REMEMBER IT IS THE ONLY MILK COOLER THAT COOLS ALL THE MILK IN EVERY CAN.



The New ESCO "NI-AG-RA" Milk Coolers range from 2 to 21 can capacity.

ESCO CABINET COMPANY  
563 EAST MIDDLE ST., WEST CHESTER, PA.



day, in spite of the fact that she was carrying twin calves.

The new calves are sired by Sir Inka May, one of the best known Holstein sires in the world, with 24 daughters that have produced over 800 pounds of butterfat each in a year. Only one other bull has more daughters in this select group and he is Matador Segis Ormsby, the sire of Carnation Ormsby Butter King.

The best way to kill time is to work it to death.

True merit is like a river—the deeper it is, the less noise it makes.

Mention the REVIEW when writing advertisers.

## The Riches of a Commonwealth

(Continued from page 8)

disciplined body. The using of one's mind in many delightful ways—again has a place as before we became over-civilized.

No longer will we have as great a sense of guilt when we enjoy the smell of the sea, or of the new mown hay right in the middle of the day, that is sacred to work rather than living. Sounds, too, will have a more accepted place. Again in many activities of body and mind we shall find ourselves, and know that by our own nature we are artists, are craftsmen, are athletes.

"In other words, with all there is to weigh us down—what a pleasure to be living when there is this emphasis on living; and when we can cease so many things important in the past and take more time for recreation and living ourselves. When this changing sense of values has brought us the fact that the youth can do so much to hasten still further the change in the sense of values, a still deeper recognition of the eternal fact that enduring satisfaction is in self-activity."



### Watch Milk Temperature Closely During Summer

"The only way to control the development of bacteria is by reducing the temperature of the milk," states F. C. Button, professor of dairy manufactures at the New Jersey College of Agriculture, Rutgers University.

"While milk may be cooled satisfactorily in cooler weather by the use of water, ice water or mechanical refrigeration is needed in summer because water temperature rises with weather temperature. The method of cooling is less important, provided it meets sanitary requirements.

"Milk sours quickly at 70 degrees Fahrenheit or above. The souring bacteria grow well between 60 and 70 degrees and there is some retarding of growth between 50 and 60 degrees. There is definite retardation of growth at 50 degrees or below and milk held at this temperature will keep fresh for 86 hours.

"Recent tests made at the New Jersey Agricultural Experiment Station showed that when milk with a bacteria count of 10,000 per cubic centimeter is held at 32 degrees Fahrenheit, it takes a month for it to become sour, but if it is kept at 60 degrees Fahrenheit, it will sour in 53 hours. This is just a case in point to show how temperature control affects milk cooling.

"Besides prompt and efficient cooling, sanitary cooling methods, sterilized equipment and clean, healthy cows are important in keeping the milk supply free of bacteria."

### More Hogs to Market

More and heavier hogs will be marketed between now and October 1 than in the corresponding period last year, the Bureau of Agricultural Economics said on June 25.

The increased number will be the result of a large increase in pig production last fall, and the heavier weights will be due to the high prices of hogs compared with prices of corn.

Continued expansion of the hog industry is in prospect, says the bureau, depending partly upon the size of this year's corn crop. There was a marked increase in pig production this spring; present prices of corn and hogs indicate additional expansion next fall.

The situation is that farmers can get more money for their corn by feeding it to hogs than they can by feeding it to other kinds of livestock. When this situation changes, either as the result of lower hog prices or higher corn prices, or both, the trend in hog production will change.

## Kill Bacteria with

# HTH-15

### Always SAFE TO USE

● Dairymen everywhere are adopting HTH-15 because solutions made with this modern chlorine carrier kill bacteria—and are safe to use on metal equipment. HTH-15 comes in powder form—just add to water as needed—a little goes a long way. With HTH-15, there is no chance for waste through loss in strength, breakage, freezing or lumping. ● Because HTH-15 is so easy to use, because a little goes so far, and because it saves time and labor, it has set a new standard for low cost in dairy sanitation.

### THE LOW-COST WAY TO LOW-COUNT MILK

When you use HTH-15 you solve your high-count problems and at the same time you establish a low cost for your sanitary program. ● Try HTH-15 now. Let us outline a program that will more than satisfy every requirement you have to meet—at low cost. **Handy measuring spoon packed in every tin.**

Write for literature and free ¼-lb. sample.  
**The MATHIESON ALKALI WORKS (Inc.)**  
612 60 East 42nd Street, New York

### Sold in 2 Sizes

3 lb. can  
\$1.00  
1 lb. can  
50c



**AVOID REJECTS—HTH-15 Helps You MEET THE MOST RIGID SANITARY REQUIREMENTS**

## THE INTER-STATE MILK PRODUCERS' ASSOCIATION

*Has Made Available to Its Members*

# Milk Coolers

of Certain Standard Makes

*At Substantial Discounts*

To Inter-State Milk Producers' Association  
401 N. Broad St., Philadelphia, Pa.

Send me full information on milk coolers which will fit my needs as outlined below—complete mechanical ☐, compressor and coils only (give inside dimensions of present cabinet) ☐, ice cabinet ☐.

I must cool up to.....ten-gallon cans per day.

I must store ☐ one ☐ both milkings in the cabinet.

My morning's milk is collected.....hours after milking.

Name.....

Post Office..... State.....

# INTER-STATE Milk Producers Review

ISSUED MONTHLY IN THE INTEREST OF THE DAIRY FARMER BY THE INTER-STATE MILK PRODUCERS' ASSOCIATION

Vol. XVII

West Chester, Pa., and

Agri. Economics & Farm Management  
Cornell University  
Ithaca, N. Y.

No. 4

## Fight For Price Rise Goes On Opposition and "Inactivity" Hinder

**P**ROGRESS IS BEING MADE in the efforts to get a price increase but it is slow, too slow. July 16 passed with no increase, except for 12 cents in New Jersey which restored a previous reduction. That was the date for which the increase was originally asked. New Jersey prices of milk for cream have also been increased 35 cents since June.

No action had been taken by the Pennsylvania control board toward getting the increase—nor toward holding a public hearing, as required by law, for collecting facts about the need for an increase.

It is generally believed that the New Jersey Control Board is ready to announce a further increase as soon as a similar increase is made effective on nearby milk. This delay is necessary in order to prevent bringing cheaper milk in from outside which would happen if there is a wide difference in prices.

### AAA Collecting Facts

The AAA has been asked to come into the market and issue an order to cover the price to producers of milk entering interstate commerce. This has not been done, presumably because they will not go into a market until they have full information about prices, price structure, buying plans, movement of milk, etc., and that they are also influenced by the probable relations with state control agencies. This might require some compromise between present Pennsylvania and New Jersey policies. Work is now under way to get the information needed by the AAA.

Having failed to obtain satisfactory action from the Pennsylvania control board and with the drought sending feed prices sharply upward, Inter-State officials called in buyers of milk to discuss with them (1) the need for a substantial price increase, (2) the need for developing a uniform price plan which will insure producers in all states of the milk shed getting the same prices under the same conditions.

The first conference was held July 22 and another on July 29. Results were unsatisfactory as the milk distributors were not in accord on

how to base their prices nor on any plan for equalizing prices among states. Sentiment among them seemed to be unfavorable toward a price increase while summer vacationists are away and sales are reduced accordingly.

This attitude prevailed in spite of the widespread admission that production costs have gone up and that feed prices are expected to advance even beyond the increase noted recently. Protests were made that an early increase is due and that failure to grant it may make it unprofitable for farmers to maintain production, also that if production should drop because of lack of proper feed and care it will be impossible to regain normal production. This would cause an acute shortage of milk next winter.

The milk dealers were approached and asked to grant a price increase pending action by the control boards and the AAA, feeling that they would want to keep an orderly market and assure themselves of enough milk next fall and winter. Such action would have been in full accord with the control board law and its orders, as that body sets minimum prices.

With a shortage of milk expected next fall and early winter, it is clear that a price increase is needed. It is the surest and most satisfactory way to stimulate production and thus reduce the seriousness of the shortage. It may possibly be a means of entirely avoiding a shortage. A shortage may mean taking on new producers, maybe from new territory, and that will mean more milk than needed next spring with lower average prices for all milk within the milk shed.

### Present Order Discriminates

It is clearly the duty of the control board to take immediate action toward getting a price increase as the producers are not getting cost of production and, therefore, the present orders discriminate against milk producers. The law and regulations specify that discrimination must not be shown.

The facts are clear. A Class I price increase to farmers is needed at once. Those who may block this increase are endangering the future

(Please turn to page 6)



## Directors Met July 16

THE REGULAR July meeting of the Board of Directors of the Inter-State Milk Producers' Association was held on July 16 with all members present except S. K. Andrews, H. D. Allebach who was represented by A. D. Hunsicker, and J. D. Reynolds who was represented by H. W. Cook.

Each director was called upon to give reports of the sign-up work in his territory for the Inter-State Milk Producers' Cooperative. Various successes and difficulties were described and progress was outlined. It developed that practically all opposition is due to lack of understanding or to having been given the wrong impression by outside influences. These situations were being overcome rapidly. Directors in areas selling in Philadelphia looked forward to substantial progress as soon as harvesting is over. Efforts are being concentrated on producers who send their milk to Philadelphia.

The Board unanimously passed a resolution urging the reappointment of John V. Bishop as a member of the New Jersey Board of Health.

General Manager A. H. Lauterbach reported that the sales committee had been active during the past several weeks in contacting dealers and discussing with them problems which affect this market. He also reported briefly on efforts to clarify milk regulations, and on the producers' price at Pittsburgh which had been increased \$.35 making it \$2.65 per 100 pounds of 3.5 percent milk, f. o. b. market.

A general discussion followed on the need for a price increase, the amount of such increase which should be insisted on, and buying plans which should be uniform over the entire milk shed. The sales committee was then authorized to negotiate for the best possible Class I price.

A report was heard of a settlement made with a dairy company which had deducted membership dues but had not paid them to the Association.

The Annual meeting dates were set as Wednesday and Thursday, November 18-19 and the president instructed to appoint an annual meeting committee to select a place and develop plans. Procedure was approved for redemption of stock of deceased members who died intestate.

The Board of Directors of the Inter-State Milk Producers' Cooperative met immediately following the adjournment of the Association's Board with the same members present. Routine business was executed

following which several actions of the Association's Board of Directors were approved in the name of the Cooperative.

The incorporators of the Inter-State Milk Producers' Cooperative then met and, as the only official stockholders of that date, gave final approval to one and preliminary approval to another amendment to the Cooperative's by-laws. The latter was given final approval at a meeting of the incorporators held on July 29.

### Amendments

A new Section 6 was inserted in Article V as follows:

*Article V, Section 6: At any meeting of delegates, a majority shall constitute a quorum.*

The previous Section 6 was changed to Section 7, Section 7 to Section 8, and Section 8 to Section 9. This was given final approval on July 16.

Article IV, Section 6 was amended by striking out the seventh word "but" of that section and inserting the following words in its place: "except that a bona fide manager of a stockholder's milk business may, with his consent, vote such stockholder's share in the stockholder's absence, PROVIDED that no such manager shall have more than one vote at any meeting of stockholders, regardless of whether he is also a stockholder or manages more than one stockholder's milk business. However . . ."

This change was felt necessary in order to give a member who may not be in active charge of his or her dairy herd a chance to be represented through his farm manager, whether this manager be hired or a member of the owner's family. Final approval was given this amendment on July 29.

### Coops and Chain Stores Develop Fair Trade Policy

Distinct gains toward the nationwide elimination of objectionable trade policies in the distribution of food products were reported early in July by the National Cooperative Council following pledges by chain store groups representing 22,000 retail outlets.

The Council includes 52 commodity groups comprising more than 4,000 separately incorporated farmers' associations with a membership of 1,500,000.

Involved in these market reforms are the ruling out of brokerage payments to buyers, unearned advertising allowances, unreasonable quantity discounts, and the use of agri-

cultural commodities as "loss leaders."

The voluntary action to this end, taken by the Food and Grocery Chain Stores of America, Inc., taboos merchandising practices long frowned upon by the agricultural groups. Adoption of similar standards is being urged upon other food trade associations.

The Council also recommended to its own affiliates the recognition of a standardized net-price basis of quotations to all distributors without discrimination.

Council officials were optimistic over the results of recent negotiations.

"Both the farm groups and the distributing groups have been working independently toward the development of a program of ethical trade practices," declared Robin Hood, secretary of the farm body. "We are hopeful that in the future we may coordinate these efforts so that agriculture may accomplish as much, or more, through this type of negotiation as it might through statutory compulsion."

The chain store association, in addition to pledging itself to the scrapping of these unfavored trade policies, volunteered to cooperate with producers through their co-operatives or other agencies "in the effective marketing of excess seasonal production and surpluses."

### U. S. Dairy Bureau Plans Extensive Dairy Records

Plans have been completed by the U. S. Bureau of Dairy Industry to maintain a permanent record of the identity, family history, and production performance of all animals in the dairy-herd-improvement association herds.

The various state extension services will cooperate with the Bureau in establishing and recording the identity of all animals, both registered and grade, in their respective associations.

"Nation-wide progress in improving the producing efficiency of our dairy herds," Mr. Reed says, "will be facilitated by making the greatest possible use of herd sires and brood cows that have proved by their performance that they have the desirable kind of inheritance."

"There are roughly 405,000 cows with records of production, and 17,000 herd sires, enrolled in the 900 dairy herd improvement associations at present."

If you have hay, corn, seed wheat or other home grown products for sale list them free in the REVIEW. See page 15.

## The Future of Grade "A" Milk

OUR ATTENTION has been called to the fact that many of our Grade A producers are hesitating to sign marketing agreements for the new Cooperative on account of the fear that the Grade A producer will lose his Grade A market. We have not been able to figure out just the reason for this fear and in this article I would like to give the Grade A producers assurance that we have their welfare at heart. We certainly do not want to do anything that will in any way interfere with the Grade A program, because we believe there is still room for improvement in the production of high quality milk. Right now we are advocating that the future of Grade A milk be discussed at the next meeting of the Northeastern Dairy Conference, with the thought in mind of developing a uniform program all over the northeastern part of the United States.

We realize that the producer who consistently produces milk with low bacteria count in order to meet Grade A requirements must be an individual continuously on the job to see that all buildings and utensils are kept clean, that his employees are healthy and clean and, above all, that the cows are at all times healthy and absolutely clean.

In our large cities there is always a substantial number of consumers who are ready and able to pay a premium for a product that is "extra". In milk that means not only a richer milk but a milk that

has also had extra care, that has been surrounded with extra safeguards. Our organization can take only one sound course and that is to help make it possible for these customers to get such milk and for our farmers who produce it to be paid a bonus for doing it.

Quite frequently we are told there is no difference between Grade A and Grade B milk, except fat content. This may be true in the case of a few dealers but the dealer who is consistently maintaining extra standards for his "A" business must give the "A" milk considerable more care than "B" milk, and demand that his "A" producers exert similar care. This means added expense. The dealer who does not give added care and does not require his producers to give added care to what he might call "A" milk is not entitled to the usual price differential and by all means should not be allowed to use the Grade A cap.

We have not yet reached perfection as far as producing clean milk is concerned. Further improvements will be made not only by improving the standard of buildings and equipment but, of far more importance, by improving the type of care given the product every day of the year.

*A. H. Lauterbach*

### Base Rating Rules in The Boston Market

The base of each producer in the Boston market as now in effect is determined entirely according to each producer's previous production. The plan appears complicated but with a little study should be readily understood.

The highest of six figures is used, all based upon the average daily production in each period and bases are set on a daily basis, instead of monthly as was the practice in the Philadelphia milk shed.

Each year is divided into quarters (first three months, second three months, third three months, and fourth three months) and the lowest quarter of each year—1933, 1934, and 1935—is taken as figured on average daily production in each quarter.

Next, the average daily production for each of those three full years is determined and 75 percent (three-fourths) of this amount taken.

This gives six different amounts and the highest of the six for each producer would automatically become his base for the following year.

Stated another way, each producer would have the choice of the lowest quarter of each of three years or three-fourths of his yearly average for the same three years, all figured

on the basis of his average daily production.

Every base plan has advantages and disadvantages. The advantage of this plan lies in the fact that any producer who may have been at a disadvantage for several months or a year because of crop failure, irregular freshening, a large number of young cows, etc., can get a base according to more normal production.

A disadvantage lies in the fact that the decidedly irregular producer may have very little milk part of the year, yet get a base that compares favorably with his neighbor who tries to produce evenly throughout the year in the face of high production costs. Another disadvantage, if the plan should be kept in operation, is that one year's good production would set a base for three years regardless of later production.

Then, too, it is a complicated plan and the simpler and more easily understood a base plan is the better chance it has of working effectively.

"I flunked the history exam."

"But I thought you had all the answers written on your shirt."

"I did, but by mistake I put on the math shirt."

### Long-lived Cows Vital To Profitable Dairying

Too often a cow's merit is judged by a single year's record, finds E. J. Perry, extension dairyman at the New Jersey College of Agriculture, Rutgers University. While high production is essential to profits in dairy farming, he says, it is what a cow does in her whole lifetime that really counts.

"The cost of buying or raising a cow to the age when she begins to give milk must be considered in rating her profitability," Mr. Perry points out. "It is not enough to figure only the year's return above feed cost. It requires approximately two years of milk production for a good cow to pay off the charge for raising or purchasing her. This means that she is usually four years old before she is 'square with the world' or with her owner."

Two special trains from the east, one from Pennsylvania and one from New York, are assured the National Dairy Show when it is held at the Texas Centennial Exposition in Dallas October 10-18, Lloyd Burlingham of Chicago, show secretary, announced.



## INTER-STATE MILK PRODUCERS REVIEW

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## Milk!!! The Food For All Ages USE IT LIBERALLY

### This Proves Our Need

Perhaps a few well-meaning individuals will say, when they learn that a price increase was not obtained over night, that "If they can't get that increase any faster than that why should we have an organization at all?"

Think it through!

It appears that several of the milk buyers do not want an increase at all, or at least not for some time, and one of the state milk control boards is skittish about making any moves toward it.

That is exactly where an organization of producers comes into the picture and why it is needed. Without one, the producers would have to wait until all the dealers would finally see the need for paying more for the milk they must have, or until control agencies felt free to act favorably.

The organization's job is to see the need, collect the facts, use pressure, and force the issue against all who may hang back. This takes time and work. It is a slow process and requires patience—but there is no other way to get it done.

Yes! We milk producers need an organization. We need it more now than ever before.

### Facts On Cooperation

The inquiry commission on cooperative enterprise which is now in Europe faces a heavy responsibility. It was appointed by President Roosevelt to study European cooperatives with particular attention to the relationship of consumer co-

operatives and agriculture and the use of agricultural commodities.

Obviously, such a group can not hope to see all the workings of cooperatives in all countries they plan to visit. They must cover the high spots, see the work of a few of the most conspicuous organizations and get what information they can. Many such inquiries are exposed to "window dressing", being shown the glowing successes while they are kept away from the glaring failures.

To be useful instead of wasteful, helpful instead of a hindrance, the results of this inquiry must bring back an accurate report.

We are glad that Clifford Gregory, editor of the *Prairie Farmer*, Chicago, and Robin Hood, secretary of the National Cooperative Council, are included on the inquiry. We feel that they will keep the inquiry "right side up" where agriculture is concerned.

The cooperative movement should be possessed of the facts—all the facts—both good and bad. Only by facing the truth and being guided by it can cooperatives achieve the results and perform the helpful services of which they are capable. We are looking forward with interest to the results of this inquiry.

### Attracting Attention

The cows and the cow barn at the Philadelphia zoo have "clicked". Since the barn with the four cows, one of each of the four leading dairy breeds, was placed on exhibit on June 2, inquiries have been pouring in to the Philadelphia Dairy Council from all parts of the country. Interested parties are asking for details. They want to know the cost, how it was defrayed, how managed, they want plans and specifications and numerous other details.

These inquiries are coming from dairy organizations, civic bodies and from the management of zoological gardens in many other cities.

Publicity and praise has been given the dairy industry of Philadelphia, especially the Philadelphia Dairy Council, for its active part in its project. This has come from leading dairy papers, educational leaders and others who have shown a keen interest in the project.

The exhibit continues to draw crowds and it is evident that cows should be in the zoo, for hundreds of city children have seen a cow for the first time since June 2 when the exhibit was opened. Their comments, though often amusing, are really pathetic in that they know so little about what many of us consider commonplace.

### Guest Editorial

#### SERVICE

Many times events arise which prove the value of the Market Adjustment Fund, and other services rendered by the Association for your protection. Two instances happened recently which are worth relating.

In November, 1934, the Golden Dawn Dairy, which was purchasing milk from the Association, went into bankruptcy. The seven members who had shipped to this dairy still had \$142 coming. And had not your Association kept a close check upon the dairy's payments to these members before it went into bankruptcy, the amount would have been much larger.

Because the Market Adjustment Fund was in operation, the members were paid in full for their losses. Your Association then took legal action to recover what money they could from the bankrupt dairy.

On June 28, this year, the referee in bankruptcy for the dairy sent the Association a check for \$1.42, which represented the first and LAST dividend payment on the amount owed. Just one percent of the amount owed was recovered.

But the seven members were paid in full.

Recently, police were seeking a Joseph Beranek of Chicago. He had been charged with obtaining merchandise under false pretenses from Genoa, Ill., independent dairy farmers, who claimed he owed them over \$1,300. It was said he represented himself as an agent for the Service Dairy of Chicago, although the farmers recalled that he drove a truck labeled the North Town Dairy Company. He had explained this by saying the North Town Dairy was a subsidiary of the Service Dairy.

The farmers claimed he failed to pay them, after taking their milk for several months. Then he did not show up at all. Warrants were secured for his arrest, and finally he was apprehended. He agreed to make restitution.

All this trouble would have been averted, no doubt, had such farmers been shipping through the Pure Milk Association. Your organization makes every effort to see that the distributors who buy your milk are financially responsible and pay you on time. *Pure Milk, Chicago.*

These services are typical of the work of strong soundly organized dairy cooperatives—and of the service planned under the new *Inter-State Milk Producers' Cooperative* now being organized.

Where there's no will, there's no way.

### Make It Our Job

On another page we are reviewing briefly the decision of Judge Brewster of the United States District Court in which he denied the right of the A A A to regulate commerce in milk under existing laws.

But that does not prevent in any way, the sellers (producers) and buyers (distributors) of milk getting together and arriving at prices and terms of sale exactly as set forth in the A A A order which the Judge said is beyond the right of the United States government to carry out under existing laws.

It appears, therefore, to be the job of our dairy cooperatives to do through direct bargaining what even the United States government may not be able to do by law. That is, work out a price plan which is fair to producers in every state of a milk shed and a price schedule which recognizes competitive factors as well as costs of production and which earns the goodwill of milk buyers and, most important of all, of the public in general.

Such a plan positively must have a strong farmers' organization. Nothing but a strong organization can deal effectively with milk buyers. Nothing but a strong organization can win and keep the good will of the public in general. Nothing but a strong organization can win or deserves to have the support of the producers.

After all, the people in this country are its sovereign rulers and if the producers within a milk shed will join together and then work together they can get what they deserve in their milk market. This applies to the Philadelphia market with as much truth and force as it does to Boston.

### Control Board Active On Enforcement

With the Pennsylvania Milk Control Act declared constitutional, Attorney General Charles J. Margiotti and his aides have inaugurated an active program of enforcement. They have shown a keen interest in the farmer's welfare and are moving toward collecting for farmers any under-payments for milk as set forth in their orders.

Several dealers have been cited for violations. These cover under-payments, improper hauling charges on cream classifications, etc. Thus far, few of the cases have reached the courts and it is hoped that few of them will.

It seems to be the procedure to hold fact finding hearings at which facts are brought out by both sides

after which these are reviewed and a settlement attempted. Cases will not be taken to court unless settlements can not be made by other means.

We feel that this is a wise plan as court cases move slowly, cause ill feelings, and if all past violations should be taken to court, those courts would be practically drowned in milk for there were numerous violations during the early days of the board and also immediately before the Supreme Court handed down its favorable decision.

### On Leave

Elizabeth McG. Graham, editor of the Cooperative Community department of the REVIEW, is now in Europe on a three month's leave of absence from her duties with the Philadelphia Dairy Council. She is traveling through the British Isles and the Scandinavian countries with her husband and in her travels will make it a point to observe the workings of cooperatives in those countries.

She has promised that upon her return, in addition to her duties with the Dairy Council, she will give REVIEW readers some accurate word pictures of conditions in those countries and what cooperatives are accomplishing.

### Both Opportunity and Challenge In Farming

Farming offers both opportunity and challenge to intelligent young people, says W. V. Dennis, professor of rural sociology at the Pennsylvania State College.

In these days when millions are unemployed, farming provides a job. Security and comparative freedom of action are other values found in farming, professor Dennis declared. He also emphasized the opportunity of living sanely in a natural environment. Here, too, there is the best possibility of founding a home and developing a satisfactory family life, according to the Penn State sociologist.

While pursuing his daily duties the farmer also has an opportunity to be a leader in community activities and make a distinct contribution to agriculture and rural life. Many farmers have supplemented the work of agricultural experiment stations by plant breeding and selection and through improvement of livestock and poultry. Others have organized rural bands, directed country choruses, and coached rural dramatic casts.

### More N. J. Dairymen Test Herds for Production

During 1935 there were 544 New Jersey dairy herds containing nearly 15,000 cows tested for production, a fact which shows more dairymen are realizing that keeping records of production can materially help to increase a dairy herd's efficiency, says E. A. Gauntt, extension dairyman at the New Jersey College of Agriculture, Rutgers University.

"The most popular method of obtaining yearly records continues to be thorough Dairy Herd Improvement Associations," Mr. Gauntt reports. "Three hundred eighty-two herds containing 11,239 cows were tested in the 19 regularly organized associations. This represents an increase of 50 herds over 1934."

"Not only has there been an increase in Dairy Herd Improvement Association testing, but all other forms of testing, including Advanced Registry, Herd Improvement Registry and private testing, have also increased during 1935."

### Inter-State Milk Producers' Ass'n

Incorporated  
401 N. Broad St.  
Philadelphia, Pa.

Representing over 21,000 Dairy Farmers  
in the Philadelphia Milk Shed

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## Fall Milk Shortage Expected

THE INTER-STATE Association has called attention in recent issues of the REVIEW to the great danger of a milk shortage in this milk shed next fall and early winter. We have urged that efforts be made to maintain production at a level at least as high as a year ago.

An immediate price increase would make it more worthwhile to feed heavily but with an increase expected sometime soon we believe it wise to make every effort to keep up production now so as to take full advantage of the increase when obtained.

The need for milk next fall is emphasized by the following letter, sent by Abbotts Dairies, Inc., to all producers supplying them with milk. They have outlined their problem which, we believe, will be facing every dealer in this milk shed and the producers supplying them, before many weeks.

ABBOTTS DAIRIES, INC.  
PHILADELPHIA, PA.

August 1, 1936.

My dear Mr. ....

During the last few months of 1935 our Company received less milk from its producers than it required for its total sales in Pennsylvania and New Jersey, in the form of milk, cream, cheese and ice cream.

We have fewer producers today in Pennsylvania, Maryland, and New Jersey than we had last fall. We have followed the policy of not replacing all of the producers who have discontinued shipping to us since that time, believing that you would prefer to cooperate with us by producing more milk during the fall months of 1936 than you did a year ago, provided that you knew what our minimum requirements would probably be.

We have been surprised to find that with fewer producers, our production has been very much higher than our production a year ago, for the months of April, May, June and July.

We do not know whether our producers will continue to produce more milk than they did a year ago. To insure our having the quantity of milk which we will need from now until January 1, 1937, we will ask you to deliver daily, not less than ..... pounds. This quota represents the average of your daily production for the months of August, September, October, November and December 1935.

We estimate we will have sufficient milk to meet our requirements for all purposes, if each producer will so handle his dairy as to deliver to us not less than his individual daily quota, at any time between now and January 1, 1937. If we do not have this cooperation from everyone, it will be necessary for us to increase the number of dairies now selling to us. Additional dairies will increase our surplus milk for those months when production exceeds our requirements, thereby reducing your average price.

We will look forward with much interest to the spirit of cooperation that we hope will be shown by our producers as a result of this request.

ABBOTTS DAIRIES, INC.  
(Signed) J. A. Webb, Production Manager

## Approves "Use" Selling Plan

Dairymen should consider their marketing problems as involving everything affecting the sale of milk from the time it hits the dealer's platform until the bottle rests on the lady's door step, suggests F. T. Flynn, Manager of the Falls Cities Cooperative Milk Producers' Association, Louisville, Kentucky.

"It is one thing to get a good price for milk for a certain season and it is another thing to get a satisfactory price for milk season after season, and over a period of years," Flynn said. "It does not seem possible to accomplish this latter objective unless producers join hand in hand with their customers, the distributors, and possibly the grocers."

"We have great confidence in the 'use' system of selling milk, because we feel it more nearly takes care of the inequality which exists between our distributors, and we can more

nearly cope with their various types of business by selling them their needs at a price in relationship with the ultimate use to which they may put the product."

Flynn warned that selling milk on a "use" plan should not be confused with the method of payment to producers.

"Where it is possible I think it desirable to have a market pool, so that all producers can be paid the same price for the same quality grade of milk," he asserted. "If a market pool cannot be managed an individual dealer pool can work very successfully."

Speaking philosophically of milk marketing cooperatives in general Flynn said, "In our cooperative work today, I am wondering if our associations should not give more and more emphasis to the statesmanship that they use in the management of their association work."

No other commodity is so closely wrapped up with public interest. The good will with which our activities are accepted in the community by the press, the distributors, the retailers, and the housewives is a matter of greater and greater importance to the successful progress of milk marketing."

## Fight For Price Rise Goes On

(Continued from page 1)

of this milk shed as well as the immediate welfare of the farmers in it. They may be the immediate cause of compelling Philadelphia consumers to accept inferior milk next fall and winter, especially so if dealers find themselves short of milk and are compelled to get supplies from uninspected sources.

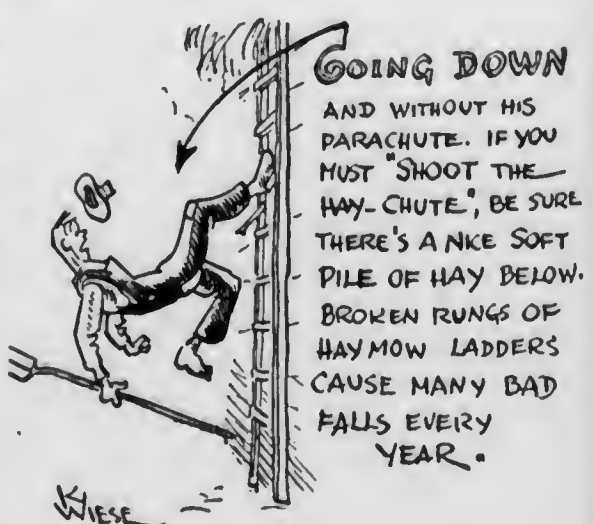
The dealers are making a mistake in opposing the increase. The Pennsylvania Milk Control Board is making a mistake in not taking a more active part in efforts to get the increase. Ten thousand Pennsylvania farmers, five thousand other farmers in the Philadelphia milk shed expect it, **deserve it, DEMAND IT.**

The International Association of Dairy and Milk Inspectors will hold its twenty-fifth annual meeting at Atlantic City, New Jersey, October 14-16, 1936. Dr. George W. Grim of Ardmore, Pennsylvania, is president of the association and Dr. Paul B. Brooks of Albany, New York, is secretary.

When the pasture becomes drier and the feed scarcer, the cow does not get as much to eat and additional feeding of grain is needed.

Chiseller: "You oughtn't to charge me but half price for cutting my hair, when I'm half bald."

Barber: "Sorry, Sir. We don't charge for cutting your hair—we charge for the time we spend hunting for it."



August, 1936

## Milk Prices—June, 1936

Weighted Average Prices Paid by Dealers for 3.5% Grade B Milk

Dealer	Delivery Point	Mile Zone	Average Price
Supplee-Wills-Jones	Bedford, Pa.	261-270	\$1.78
Harbisons	Brandtsville, Pa.	121-130	1.91
Harbisons	Byers, Pa.	31-40	2.00
Harbisons	Carlisle, Pa.	131-140	1.90
Harbisons	Centerville, Md.	91-100	1.77
Supplee-Wills-Jones	Chambersburg, Pa.	151-160	1.84
Supplee-Wills-Jones	Chestertown, Md.	81-90	1.69
Scott-Powell	Clayton, Del.	61-70	1.76
Abbotts	Coudersport, Pa.	331-340	1.83
Abbotts	Curryville, Pa.	251-260	1.855
Scott-Powell	Dagsboro, Del.	131-140	1.71
Supplee-Wills-Jones	Duncannon, Pa.	121-130	1.87
Abbotts	Easton, Md.	101-110	1.84
Harbisons	Frenchtown, N. J.	61-70	1.85
Abbotts	Goshen, Pa.	61-70	1.97
Supplee-Wills-Jones	Hagerstown, Md.	181-190	1.64
Supplee-Wills-Jones	Harrington, Del.	91-100	1.68
Supplee-Wills-Jones	Huntingdon, Pa.	201-210	1.82
Harbisons	Hurlock, Md.	121-130	1.76
Abbotts	Kelton, Pa.	41-50	1.985
Abbotts	Kempton, Pa.	81-90	1.96
Supplee-Wills-Jones	Kennedyville, Md.	71-80	1.70
Harbisons	Kimberton, Pa.	31-40	2.00
Martin Century	Lansdale, Pa.		2.18
Supplee-Wills-Jones	Leaman Place, Pa.	51-60	1.94
Supplee-Wills-Jones	Lewistown, Pa.	161-170	1.84
Scott-Powell	Longsdorf, Pa.	141-150	1.85
Sypherd Dairies	Lyndell, Pa.	31-40	2.07
Harbisons	Massey, Md.	61-70	1.77
Supplee-Wills-Jones	Mercersburg, Pa.	181-190	1.84
Harbisons	Millville, Pa.	151-160	1.89
Supplee-Wills-Jones	Moorefield, W. Va.	291-300	1.58
Supplee-Wills-Jones	Mt. Pleasant, Del.	41-50	1.72
Supplee-Wills-Jones	Nassau, Del.	121-130	1.67
Scott-Powell	New Holland, Pa.	61-70	1.91
Abbotts	Oxford, Pa.	41-50	1.985
Abbotts	Philadelphia, Pa.		2.17
Baldwin Dairies	Philadelphia, Pa.		2.27
Breuninger Dairies	Philadelphia, Pa.		2.26
Gross, Chas.	Philadelphia, Pa.		2.39
Scott-Powell	Philadelphia, Pa.		2.07
Supplee-Wills-Jones	Philadelphia, Pa.		2.15
Abbotts	Port Allegany, Pa.	321-330	1.835
Scott-Powell	Pottstown, Pa.	41-50	1.92
Supplee-Wills-Jones	Princess Anne, Md.	131-140	1.66
Abbotts	Providence, Md.	41-50	1.88
Supplee-Wills-Jones	Red Hill, Pa.	41-50	1.94
Breuninger Dairies	Richlandtown, Pa.	41-50	2.04
Harbisons	Ringoes, N. J.	51-60	1.86
Supplee-Wills-Jones	Ronks, Pa.	61-70	1.94
Harbisons	Rushland, Pa.	21-30	2.01
Scott-Powell	Snow Hill, Md.	161-170	1.70
Abbotts	Spring Creek, Pa.	401-410	1.81
Harbisons	Sudlersville, Md.	71-80	1.77
Supplee-Wills-Jones	Townsend, Del.	51-60	1.71
Wawa Dairies	Wawa, Pa.		1.965
Supplee-Wills-Jones	Waynesboro, Pa.	171-180	1.84
Clover Dairies	Wilmington, Del.		2.03
Fraims Dairies	Wilmington, Del.		2.03
Supplee-Wills-Jones	Zieglerville, Pa.	31-40	1.94

## Pennsylvania Price Schedules

Prices per 100 pounds of milk of 3.5% butterfat content for June and July, as established according to Pennsylvania Milk Control Board Order 24, as amended, & Order 25 are:

Class	June	July
I (fluid milk) f.o.b. Phila.	\$2.50	\$2.50
I f.o.b. secondary markets	2.38	2.38
I state-wide & rural areas	2.19	2.19
IA (for fluid cream) f.o.b.	1.80	1.80
II (for ice-cream)	1.54	1.67
IIA (for chocolate, etc.)	* 1.54	1.67
IIB (evaporated milk, etc.)	1.50	1.65
IIC (for butter)	† 1.24	1.37
III (American Cheese) - special formula		

\* Plus or minus certain differentials.

† After June 16 Class IIC price is amount of butterfat times price of 92-score New York butter, plus 20¢ per 100 pounds of milk.

Butterfat differentials on Classes I, IA, II, IIA, and IIB are 4 cents a point up or down from 3.5%, also on Class IIC for June 1-15.

## Prices at Receiving Stations in Philadelphia Marketing Area

Mile Zone	Class I	Class IA
0 to 20	\$2.50	\$1.80
21 to 30	2.24	1.77
31 to 40	2.23	1.77
41 to 50	2.22	1.77
51 to 60	2.21	1.77
61 to 70	2.20	1.77
71 to 80	2.19	1.76
81 to 90	2.18	1.76
91 to 100	2.17	1.76
101 to 110	2.14	1.76
121 to 130	2.10	1.76
131 to 140	2.09	1.76
141 to 150	2.08	1.76
151 to 160	2.07	1.76
161 to 170	2.07	1.75
171 to 180	2.06	1.75
181 to 190	2.06	1.75
201 to 210	2.05	1.75
251 to 260	2.02	1.75
261 to 270	2.02	1.74
291 to 300	2.00	1.74
321 to 330	1.99	1.74
331 to 340	1.98	1.74
401 to 410	1.95	1.73

## Prices Paid Producers On Other Markets

Class I price 3.5% milk for July, Weighted Average price for May (M) or June (J). All prices f. o. b. city market except as indicated.

Market	Class I Price	Retail Price	Weighted Average Price
Philadelphia	\$2.50	11¢	?
Pittsburgh (1-15)	2.30	11	\$1.73 M
" (16-31)	2.65	12	—
New York	*2.445	13	?
Hartford	2.94	13	2.34 M
Boston	3.298	13	†1.414 J
Baltimore	†2.38	12	?
Washington	†2.78	13	2.50 M
Youngstown	2.23	11	1.445 M
Akron	2.05	10	1.70 M
Cincinnati (1-15)	2.40	12	?
" (16-31)	2.75	13	—
Wheeling	2.15	11	1.51 M
Louisville	2.68	13	1.84 J
Detroit	2.48	12	1.79 M
Richmond	2.70	12	2.30 M
St. Louis	2.20	12	1.56 M
Kansas City	1.88	11	1.68 J
Milwaukee	2.00	10	1.64 J
Minneapolis	1.75	10	1.59 M
Seattle	1.72	10-11	1.37 J

\* Price applies in 201-210 mile zone.

† Price applies in 191-200 mile zone.

‡ Price includes fluid milk and all cream.



# The Cooperative Community

ELIZABETH MCG. GRAHAM, Editor

## Have You Rare Wild Flowers?

HANNAH McK. LYONS, M.D.



Just last year one who had been for an afternoon drive returned with hands full of something "new" she had found. The friend to whom it was shown exclaimed, "why you have fringed gentian, you ought not to have picked it, it is so very scarce." "Scarce," came the answer, "why there is a whole field of them a-bloom where we were driving."

Then came an interesting discussion of our wild plants and the picking, and very vividly there came to mind a Garden Club with Dr. E. M. Gress, State Botanist of Harrisburg, as he told in a delightful lecture of the wild flowers of Pennsylvania numbering about 3000 varieties of flowering plants, ferns and mosses. You may have a "wild flower garden" by transplanting these if you can give them the same conditions as found in their natural habitat. With lantern and slides he made his audience familiar with about sixty of these from the dandelion to the rhododendron, and reminded his listeners of the fact that many of these have interesting legends in their history. We are reminded that there is no better place in the world for "fall coloration" than in the Middle Atlantic States. What magic scenes are ours, for the Philadelphia Milk Shed lies in the heart of this section.

It is still vacation time—or you are near enough to plan a week-end seeing the beauties of Kitchen Creek. This is in Luzerne County, is not far from Sunbury and is a rival to Watkins Glen, but you must visit it.

Did you know that:—

The hemlock is the state tree.

The mountain laurel the state flower.

The ruffed grouse the state bird.

But send for Bulletin No. 508, "Preservation of Wild Flowers" by Dr. Gress and let us learn how to "enjoy and not destroy wild flowers." From it may I quote:—"Living things . . . are here for a purpose in some way connected with us; and if in our blind ignorance or prejudice we destroy them before we have earnestly endeavored to learn the lesson they are intended to teach us, we and our successors will be the losers—morally, intellectually, and perhaps even physically."

Why some flowers may be picked, others not:—"picking the violet will do no harm because it has several methods of propagation. They have a perennial root which lives from year to year and produces new leaves and flowers each year. They also produce a flower bud close to the ground which never opens into a flower but is self-fertilized in the bud and produces seed. This flower bud is never disturbed by the person who picks the flowers. Another reason why the picking of violets does no harm to the plant is that the leaves are left on the plant; therefore the plant-

(Please turn to page 15)

## The World's Farm Women Meet in Washington

Women from many kinds of homes in many countries met in Washington a few weeks ago to discuss their common problems.

Farm women from Missouri slept in the stables, the light coats of day coaches in order to take part in the third Triennial Conference of the Associated Country Women of the World. Ladies of rural manners oversaw came by way of first-class railway carriage and luxurious ocean liner. Ancient flivvers carried bigger cargoes than their age and capacity warranted, all the way across the country to get here on time.

"Associated Country Women of the World" is a blanket name for the international banding together of "75 rural women's organizations in 30 countries on 5 continents." Affiliated with the International Association and sponsoring the 1936 conference in Washington were Women's National Farm and Garden Association; Associated Women of the American Farm Bureau Federation; National Master Farm Homemakers' Guild; New England Farm and Garden Association; New York State Federation of Home Bureaus; Kentucky Homemaker's Federation; North Carolina Federation of Home Demonstration Clubs; Illinois Home Bureau Federation; Oregon State Home Economics Council; and the Virginia Federation of Home Demonstration Clubs.

Reports from delegates reflected the interests and the point of view of the organizations represented in the country reporting. Though almost all delegates showed an interest in health, most emphasis was given on improvements in medical care by delegates from the sparsely settled, less cosmopolitan areas, such as Australia, New Zealand, Africa, and parts of Canada, who reported on the development of nursing services, travelling clinics for mother and baby care, and other rock-bottom necessities.

Interest in recreational activities and handicrafts was common to all delegations, but the most prominent spots were given to folk dancing, drama, music, flower gardening, and lighter forms of entertainment and artistic expression by the delegates from England. In our own South, handicraft is being developed more as a way out of economic distress.

Food and nutrition took its naturally prominent part in the considerations of the conference as a whole, and all delegations reported progress in education in nutritive values, but in certain countries, such as Germany, Norway, Latvia, and Finland, work done is made an integral expression of the directives of the State economy toward national self-sufficiency. Thus reports from these countries describe progress in educating the people to substitute home-produced food for imported food in the diet, and to raise and manufacture the highest possible percentage of home needs on the farm.

All conferences were interested also in education, but in some countries the activity of the affiliated groups takes the form of providing training for domestic servants, raising their standards of service, prestige and usefulness. In other countries where life of the participating farm women is

more rigorous, hunger for cultural education with the rest of the world shows in reports of such developments as travelling libraries, improved school and transportation facilities for rural children, etc.

Group Discussions, led by experts in the field, had as subjects: Art in Rural Life, Drama, Education for Country Life, Folk Dancing and Folk Singing, Handicrafts, Health Services in Rural Areas, Library Services in Rural Areas, Motion Pictures, Music, Organizations for Rural Young People, Radio, Study of Local History, the Country Woman and the Economy, Problem, the Country Woman's Use of Rural Resources, Electricity in Rural Life, Marketing of Home Products, Rural Unemployment and Readjustment, and Town People in the Country. (a) as workers, (b) as residents, and (c) as holiday makers.

Example of a typical discussion on a subject of vital interest to these choosing that meeting from among the many going on simultaneously, was the common marketing of farm products. Markets from all over the world exchanged ideas, and their methods were catalogued. Types of marketing included cooperative methods, individual, special day sales, sales by parcel post and express, by truck to institutions, hotels, etc., by way of meals to country, barter and exchange of goods and services. North Carolina reported income of \$248,000 from 34 curb markets in 32 communities in 1935.

Summarizing the several types of group discussion, Dr. Carl Taylor divided them into four main heads: "First, the physical well-being of rural people; second, the economic well-being of rural people; third, the use of modern techniques in farm life; fourth, creation and conservation of rural culture." Reprinted in part from the Consumers Guide.

I find the great thing in this world is not so much where we stand, as in which direction we are moving.

OLIVER WENDELL HOLMES.



## Behind the Wheel

A. A. Dunning

(Cooperative Community Series)

In the last issue of the REVIEW, in our Cooperative Community Series we talked about the leaders of our cooperative associations, and the heavy responsibility they carry for their fellow-members. But the possibilities back of these leaders—the hundreds of stay-at-homes—what of them? Shall they be left there? Are they willing to be left there?

Obviously they must do one of two things. Either they must come out and do their part—or they must follow CHEERFULLY, and NOT FIND FAULT. The Inter-State believes, as does every sound, forward-thinking Cooperative, that there should be no stay-at-homes from their meetings, unless absolutely unavoidable. They believe that every man should be at his meeting—they believe that every man should know everything that can be known about his business—and that things that are not made clear to him should be inquired about. The meeting is a fine place to hear things—and to inquire about things.

The Inter-State also believes that a FARM BUSINESS is a FAMILY BUSINESS—and that the FAMILY should know HOW and WHY things are done. Certainly then, not only the leaders, and the stay-at-homes should be at the meetings, but their families should be there as well. The more members of the families that are there, the more thoughts that can be carried home—the more intelligently they can be discussed—the more interesting can be the work—and the more profitable can be the business.

And so we dropped in that day to see the rector about the parish hall—a building that was equipped with stage, piano and all things essential for ordinary community needs. We learned that recently the boys and the girls and their parents had repainted it and made necessary repairs—as a community enterprise—everybody lending a hand. When we asked if we might have the hall for a meeting, he replied, "This building is for the folks of our community, and the Inter-State is a part of the life of the community."

For a long time we had had meetings—just meetings—as dry and as long and as dreary as the average farm meeting—but somehow, the very atmosphere in this hall made one feel more mellow, more kindly, more neighborly—more brotherly minded. We decided to try to get a few of the women out and that was not hard at all for, you see, these folks were used to real cooperation, not just the single-tracked sort of cooperation between men folks. They were used to thinking in terms of cooperation with their wives—with their children—with their farm leaders—with their church and school leaders. They knew what REAL CO-OPERATION meant.

At the first meeting to which the women came—a suggestion was made that an entertainment committee be appointed. Two

Without committing itself definitely to any social or economic program, the General Conference of the Methodist Church declared itself unalterably opposed to "misery, injustice and exploitation" and urged the study of economic problems and recommended a further study of cooperatives."

## Verse For a Child

Sun up!  
Sun up!  
I like my milk  
In a yellow cup.  
Sun up!

Sun down!  
Sun down!  
I like my milk  
In a mug of brown.  
Sun down!

—JOSEPHINE V. PEASE  
for the Dairy Council.



## Babassu Oil Threatens American Farm Market

EVER TRY keeping a bunch of healthy and hungry hogs from getting through the pasture fence? If there isn't a hole in the fence some husky hog will make one—then woe to the cornfield, the garden, or whatever is good pickings.

That's pretty much the situation our dairy organizations are facing in trying to protect dairymen from cheap substitutes for butter. First, a tax on colored oleomargarine. Then the law had to be changed to include all yellow oleomargarine. That helped, but the next hole in the fence was cheap imported oils. After fixing that hole in the fence along came some finely drawn distinction on imported oils and fats that let some more cheap fats and oils into this country to compete with our good cows. These got in because of slight chemical changes, because of being called inedible and because of special privileges to island possessions.

That hole was made reasonably "hog-tight" or maybe we should say "oil-tight" at recent sessions of Congress. Now another hole has been found—it looks like a gate—and through it 29,182,177 pounds of babassu (we are told it is pronounced bay'-bay-sue — dictionaries don't carry the word) oil came into this country during the first four months of 1936.

### Vast Amount Available

This is a new oil to this country. It comes from Brazil where it is produced by the babassu palm tree, about 19 pounds to a tree, and there are estimated to be at least 1,200,000,000 such trees in Brazil. It is said the Babassu nut is a tough one to crack which explains why this oil has just become prominent—they have learned an efficient way to crack the nut.

And there is no way to put this oil back at once into a pen with the other foreign vegetable oils because the reciprocal trade agreement with Brazil is said to contain a provision which would prevent, for a certain length of time, bringing it under a tariff similar to that on competing oils.

Babassu oil can be used for most purposes that coconut oil or cotton seed oil are used. It is estimated that 40,000,000 pounds of it will be used in oleomargarine this year. That would be a year's work for 252,000 dairy cows. Or if those oleo users are going to use oleo anyway it would be the equivalent of taking away the cotton seed oil market from the growers of about 711,000

acres of cotton in our own South. Competition from this cheap oil hits every hog and soybean farmer too, because there is a certain amount of competition among all producers of edible vegetable and animal fats and oils.

No one farmer can plug that hole in our tariff fence and thus protect his own income. Quite probably dairy farmers can do it by all working together through their own organizations. Certainly all American farmers can do it by working together on one nation-wide program.

The method will have to be worked out. That is the job of the National Cooperative Milk Producers' Federation, of which the Inter-State is a member, and of the National Cooperative Council.

### Scientists Study Mastitis

Extensive research work on mastitis is being carried on at the School of Veterinary Medicine at the University of Pennsylvania. Work has not progressed far enough to make any general announcement of results.

One research project in which 24 cows are being used takes into consideration the history of each cow and considers several aspects of the disease with relation to that history.

Another project is planned to determine whether the disease can be controlled by keeping infected animals separate or milking them last. Some encouragement for this method of control was indicated by results although it is not complete in its effect.

A third project was planned to determine whether some disinfecting agent might be found which could be injected into the separate quarters of the udder and either destroy the infection or prevent infection from gaining a foothold. Eight different materials were used, of which two were proved worthless and the others for the most part are of doubtful value. More research will be done on this subject.

A fourth project has just been started to determine the value of various types of vaccines in controlling mastitis.

A new free service to Inter-State members. See page 15.

A blotter is something you spend your time looking for while the ink is drying.

### Report of the Field and Test Dept., Inter-State Milk Producers' Ass'n

The following statistics show the operations of all the Inter-State Milk Producers' Association field representatives in connection with testing, weighing and general membership work for the month of June, 1936:

	NO.
Butterfat Tests	3890
Plants Investigated (first half June)	25
(second half June)	18
Calls on Members	405
Quality Improvement Calls	25
Herd Samples Tested	831
Brom-Thymol Tests	541
Microscopic Tests	311
Membership Solicitation Calls	1005
New Members Signed	607
Assignments of Stock	26
Educational Meetings	5
Attendance	38
Local Meetings	3
Attendance	68

### They Stick Together

Only eight members of the Twin City Milk Producers Association cancelled their membership contracts when the annual withdrawal period came around recently. As that association, which operates in Minneapolis and St. Paul, has 8,100 members this was only one member who thought he could do better elsewhere, for every 1,011 members who felt they were better off in the cooperative.

Several who withdrew were in outlying territory and wished to join other cooperatives. A few could not qualify to ship milk to the Minneapolis market. One went direct to a distributor and, after a few days, was notified that only one-half of his milk was needed. He rejoined the association.

### Flooded River Takes Soil Out to Sea at Dizzy Rate

At flood height this spring the Potomac River carried silt out to sea at the rate of 2,000 cubic feet a second, or 7,200,000 cubic feet an hour. A sample of water from the river above Washington, D. C., at this time contained a little more than 0.5 percent suspended matter, much of it valuable soil from farms in the valleys of the Potomac and its tributaries.

At the time the water sample was taken from the river it was flowing at the rate of about 25 miles an hour and moving an estimated 390,000 to 400,000 cubic feet of water a second.

"Soil losses in the valley of the Potomac are but a fraction of those the country over," says H. H. Bennett, chief of the Soil Conservation Service. "The yearly soil loss in pounds or cubic feet is too great to be comprehended. But it can be reduced by proper cultural and cropping practices."

## Getting "All the Test" Rules For Avoiding Cream Losses

By F. M. Twining, Director

Inter-State Field and Test Department

IT IS A MATTER of common knowledge that there are certain conditions beyond the control of man that affect butterfat tests. Herds everywhere seem to go through certain periods of sometimes high and sometimes low cycles of butterfat percentages. The effect of weather conditions, physical condition of cows and duration of lactation periods are well recognized if not often understood.

It is not the purpose of this article to deal with the effect of climatic conditions, etc. which cause changes in butterfat content of milk from the same herds from time to time, but rather to point out the advantages of certain methods which if practiced consistently will help to insure that all the butterfat produced in the milk on the farm will be conveyed to the weigh tank of the buyer.

### Those Weigh Tanks

Your association has and is doing everything possible with the assistance of milk test law enforcement agencies of the various states, to have eliminated as rapidly as possible, trick weigh tanks from which accurate samples can not be secured. (Bulletin No. 310 of Pennsylvania State College, School of Agriculture and Experiment Station, State College, Pa., "Methods of Sampling Milk" describes many studies made by our Field and Test Department in cooperation with Pennsylvania State College.)

### Three Preventible Causes of Low Tests

The three most common preventable causes of losses in test between the cow stable and the milk plant are: (1) inaccurate samples; (2) churned milk; and (3) lost cream.

#### (1) Inaccurate Samples from Exhaustive Creaming

D. H. Bailey in Pennsylvania State College, Bulletin No. 310, as well as other investigators have found that milk "exhaustively creamed" often failed to remix in the weigh tank to its normal state. He says: "When cans of warm milk were set in 40°F. water, they creamed off exhaustively, the bottom half of the can often testing in experi-

mental trials, as low as 0.3% B. F. These cans, if the last to be dumped, caused a low testing pool of milk to be formed at the spot where the last milk from the can fell into the tank and the location and size of the low testing pool formed a logical spot from which a sample would be taken."

#### The Remedy—Stir the Milk

The most practical method we know of to overcome the effect of "exhaustive creaming" is some form of mechanical stirring. This, preferably, should be taken care of at the milk plant, but if the milk buyer, either because of Board of Health rulings or indifference, fails to take steps to insure accurate samples, the next best remedy is for the producer to stir the milk thoroughly with a sterile metal milk stirring rod the last thing before the milk leaves the farm milk house. If the haul is comparatively short and too much time does not elapse before the milk is dumped, stirring at the farm will remix the cream stratum and aid in the procuring of truly representative samples for the butterfat test.

#### (2) Churned Milk

Our field representatives who visit milk plants to make check tests, report many cases of low tests directly traceable to milk arriving at the plants partially churned. If there are lumps of butter floating on top of the milk the sample taken from the milk serum will invariably be low, unless a lump of butter gets into the sample dipper, which doesn't often happen.

To guard against milk churning in transit: 1. Cool to a low temperature; 2. Use wet parchment papers under the can lid; 3. Stir the milk just before shipping; 4. Ship full cans.

Of these suggestions, cooling is the most important. If you have ever "cranked" an old-fashioned churn, you remember how slow the butter was in coming when the cream was cold. (We do not recommend cooling below 40°F.)

The placing of wet parchment papers over the necks of cans before putting on the lids, seals the air spaces in the can tops and reduces

the force by which the top cream is thrown against the can covers by the agitation of hauling. (Dry parchment papers do more harm than good as cream sticks to them and is lost.)

Thorough stirring of the milk just before shipping on short hauls will also aid materially in preventing churning. Cans only partly filled churn much more easily than full cans. The more room there is for agitation of the milk, the greater will be the churning.

#### (3) Lost Cream

"There is no use crying over spilled cream"—it is much better to:

1. Have tight fitting can covers.
2. Seal can covers with wet parchment papers.
3. Guard against taking the top layer of cream for home use.

Thousands of dollars are lost by producers in our territory from cans with loose fitting covers which allow the rich top milk or cream to spill. I cannot recall ever having seen a milk dealer ship a can of milk with a loose fitting lid. They almost invariably use wet parchments when the milk shipped belongs to them. Why not take a lesson from the middleman?

Great care should be used in securing milk for home use. Good cream is excellent on our breakfast cereal or dish of strawberries but a little carelessness may result in a decided lowering of the butterfat content of the can of milk shipped.

### Service To Members

The Field and Test Department of the Inter-State Milk Producers' Association will gladly test the individual cows of any member's herd upon request, in order to find if there may be a difference between the farm and the milk plant test. If the above suggestions are followed out each day, it is not likely that there will be any material difference between the herd test and plant test. This herd test will help find out also whether one or two cows with extremely low tests may be causing the trouble.

A mother's love is greater than a wife's. His mother believes him.



## Cooperative Inquiry Getting Facts From Europe

DESIGNATED at the request of President Roosevelt to participate in the recently-announced inquiry of foreign cooperative developments, Clifford V. Gregory, editor of the *Prairie Farmer*, and Robin Hood, secretary-treasurer of the National Cooperative Council, sailed on July 8 to join other members of the group in Sweden.

Complementing the studies of the previously named appointees, Gregory and Hood will give particular attention to the effect of consumer cooperatives upon the farmer, both in his roles of producer and consumer.

Specifically the survey "is for the purpose of making studies of cooperative enterprises in Europe as such enterprises affect the expansion of markets and the increase and improvement of the distribution of agricultural and other commodities and the products thereof." Approximately two months are expected to be devoted to the study.

Gregory and Hood have been designated as collaborators by the Federal Surplus Commodities Corporation.

Other members of the inquiry are Jacob Baker, assistant Works Progress Administrator, Leland Olds, executive secretary of the New York State Power Authority, and Charles E. Stuart, consulting engineer of New York.

Working independently of the above groups, Dr. F. F. Lininger of Pennsylvania State College, is also in Europe making a study of cooperatives. His special objective is to make a study of the effect of con-



Dr. F. F. Lininger, who is in Europe making a study of effects of consumer cooperatives on agriculture

sumer cooperation on the economic status of agriculture with special interest in the relation of the movement to the dairy industry and the consumption of dairy products.

Dr. Lininger sailed on July 10 and will visit Glasgow and Edinburgh in Scotland, Manchester and Rochdale in England, also Denmark, Sweden, Finland, Russia and Germany. He also plans to attend the Fourth International Conference of Agricultural Economists at St. Andrews, Scotland, before returning to Pennsylvania in mid-September.

## Fast Milkers Score!

Milking the weakest quarters of the udder first in the hope of obtaining a greater amount of milk from those quarters is just like trying to squeeze another drink of pop out of an empty bottle.

The quarters of the udder apparently are divided into distinct compartments which have no connection with each other. Although it is possible to increase the size of one quarter of the udder by milking it first when the animal is a heifer, no greater amount of milk can be extracted from this quarter.

Some things may be done while milking that may affect milk secretion, however. The shorter the time of milking, the greater will be the amount of milk. This is because the milk-collecting tubules of the

udder contract only for a short time during milking. This is commonly known as "letting down the milk." When milking is slow, the tubules relax again and it becomes more difficult to secure all the milk from the udder.—*Butterfat*.

### Each Market Has Own Surplus Problems

The blending of fluid market needs with the correct manufacturing outlets requires the touch of the expert to be successful. H. R. Leonard, general manager of the Twin City Milk Producers' Association, told the American Institute of Cooperation recently in session at the University of Illinois.

Dairy cooperative leaders, he emphasized, should spend a great deal of time in study and investigation before applying a set pattern for disposing of excess milk through organization-owned plant facilities.

Seasonal fluctuation in milk production plus the responsibility of guaranteeing distributors a year-round supply of fluid milk creates a serious excess milk problem in most sheds, Leonard pointed out. Outlets that exist for excess milk over fluid needs can be found in butter, buttermilk, skimmilk, cheese, spray and roller powder, casein, ice cream mix, whey, and allied products.

Each of these outlets presents certain advantages, but each is subject to rapid variation in financial return to the milk producer. There is no best method of disposing of excess milk, in Leonard's opinion, although organizations having a considerable amount of excess milk can well afford to diversify their manufacturing outlets.

Since each shed has its own peculiar excess milk problems, he recommended that the following factors be considered in selecting the best product, or products, to be manufactured:

(1) The location of the local market; (2) the amount of capital available for a surplus plan; (3) the length of time in each year that milk is available for manufacturing purposes; (4) the distance the surplus plant must be located from the market; (5) the drainage and track-age available.

In discussing the location of the plants, Leonard emphasized that labor conditions and a good water supply must be considered.

### Mastitis Funds Exhausted

Federal funds to pay indemnities for cattle infected with mastitis have been virtually used up, according to a report received at the Inter-State office. No indemnity will be allowed on cows condemned after June 20, 1936, or slaughtered after July 1, 1936.

More than 9,000 cows were rejected in New York before June 1 because of mastitis infection. For these indemnities will be paid, and dairymen are to receive an average payment of \$18.33 for grade cows and \$46.06 for purebreds, in addition to the salvage value, the report says.

Indemnities have helped to get rid of some of the worst "spreaders." Dairymen, however, must continue to use good practices to control disease or their herds will soon be in as bad a condition as they were before any indemnities were paid.

Defeat is only for those who accept it.

## Use More Milk and Dairy Foods During The Hot Summer Months

Supply of Favorite Hot Weather Food and Beverage Requires Extra Care

By FRED W. JACKSON  
Director, Division of Consumer Information  
Department of Agriculture, Trenton, N. J.

SUMMER food and summer drinks for jaded appetites are hot weather problems in every home.

Selections must not only be hunger-satisfying but also palatable and cooling. Fortunately, Nature at this season provides a wide range of foods from which to choose, especially in various fruits and vegetables. These, with milk and eggs, are the protective foods which are recommended for more general use by nutrition authorities.

In the case of summer drinks, many mothers are constantly seeking drinks for children which are not only cooling but also nourishing and safe. Similarly, adults must choose wisely in the matter of their own drinks in hot weather. Milk combinations offer a wide choice of various types and flavors which are ideal for both young and old.

### Milk Drinks Are Ideal

Many find that a glass of cold sweet milk is always refreshing. Buttermilk is a summer favorite of others who enjoy the tang of its slightly acid flavor. With most of the butterfat removed, it offers an ideal choice which can be consumed freely by any who may be watching a waist-line.

Children are fond of flavored milk drinks. They help out in making sure that the quart-a-day allowance is consumed. They are inexpensive and healthful as well as cooling.

They surpass in true food value any other summer beverage, for they furnish all of the important constituents of milk, especially the essential minerals—lime and phosphorus. Carbonated beverages are refreshing but sugar is usually the only food contained in them.

The above is one of the regular weekly press releases supplied free to all newspapers in New Jersey by the Department of Agriculture of that state. Mr. Jackson is to be commended for this constructive work which supplies the consumer with worthwhile facts and also helps the producer by promoting the use of his product.

Other articles released recently cover points to observe in buying berries, the use of ice cream in the diet, selecting potatoes and cantaloupes, how "cultured cream" is gaining in popularity among consumers, and why cheap fruits and vegetables often spoil before using and how to detect such inferior goods.

### Director Chosen for Pasture Laboratory

Dr. Ralph J. Garber, since 1921 head of the department of agronomy and genetics at West Virginia University, has been chosen director of the new Federal pasture laboratory at the Pennsylvania State College.

Among the objectives of the new laboratory of which Doctor Garber will have charge is the establishment of a nursery of all grasses and



Cool and Comfortable, Ready for Feeding

### Use of Fruit Juices

Chocolate milk shakes and malted milks, served cold, are extremely palatable. Fruit juices and fruit syrups of all kinds are called for in many of the recipes suggested for milk drinks. Some like to enrich a milk shake by adding a fresh egg or perhaps just the egg white. Others may add ice cream or use vanilla or coffee as flavoring ingredients.

To milk dealers hot weather means a demand from many homes for extra milk and consequently they find it necessary to increase their supplies during such periods. A leaflet, "Snappy Milk Drinks for the Good Ol' Summer Time," containing 20 recipes for milk drinks, has been prepared. This will be of particular use to those seeking healthful summer drinks for children. A copy can be obtained by writing to the Division of Consumer Information, New Jersey State Department of Agriculture, Trenton.

legumes adapted to the northeastern states.

It is expected that the laboratory will determine the seasonal productivity of various legumes and grasses alone and in mixtures; measure the effect upon growth, chemical composition, feeding value, and production of such factors as soil moisture, soil temperature, soil fertility, length of day, and light intensity.

### Farmers' Exchange

Classified advertisements will be carried in the *Inter-State Milk Producers' Review* at the rate of 5 cents a word, \$1.00 minimum per insertion. Each initial and abbreviation counts as one word. Cash with order.

### ELECTRIFIED FENCE

ELECTRIFIED FENCES SAVE 80%. ONE-WIRE, oldest, cheapest, safest, most effective. Battery or power current. 30 days trial, free information. Write One-Wire Fence Co., B-24, White-water, Wis.

### HORSEMANSHIP

"HOW TO BREAK AND TRAIN HORSES"—A book every farmer and horseman should have. It is free; no obligation. Simply address Beery School of Horsemanship, Dept. 1037, Pleasant Hill, Ohio.

### SILOS

WOOD SILOS. 10x20 as low as \$95.00. Other sizes in proportion. Write us for catalog. MURRAY COMPANY, Honesdale, Pa.

## Pennsylvania To Have Country Life Meeting

Pennsylvania's first country life conference is scheduled for August 24 to 27 at Newton Hamilton, Mifflin County. Willis Kerns, extension rural sociologist of the Pennsylvania State College, announces.

Granges, P. T. A.'s, church groups, 4-H clubs, vocational agriculture schools, farmers' clubs, farm women's societies, country library associations, cooperatives, and other rural organizations will be represented in the conference.

Needs and problems of country life will be discussed. The ideas and resources of rural leaders will be considered. Purposes and goals will be set up. Ways of coordinating activities of the various agencies engaged in the field will be discussed.

### Dairy Show Plans Record Cattle Exhibit

TexasCentennialExpositionexecutives drew high praise from Lloyd Burlingham of Chicago, secretary of the National Dairy Show, for their cooperation in staging the show at the \$25,000,000 World's Fair in Dallas October 10-18.

"Exposition officers have lived up to every promise they have made," Secretary Burlingham said. "Their attitude in assisting to make the coming show the greatest in all history of the dairy industry is very gratifying."

"The Exposition livestock barns are ideal for the show. They are satisfactory from every standpoint and this is very pleasing to the exhibitors. We are assured of exhibit material from the Atlantic to the Pacific and from Minnesota to Georgia. Texas will contribute many outstanding herds and is expected to furnish much competition."



## Milk Production Falling

**D**AIRY PRODUCTION has been cut sharply during the last month and the reduction is likely to continue, though the rate of decrease can not be forecast accurately. Production of milk and the output of manufactured dairy products was heavier during the first five months than it was during the same period of 1935 but has been falling behind since that time. This has had a marked effect on storage supplies and on prices. Indications favor a strong price situation on manufactured dairy products during the next nine months.

Feed prices have advanced sharply and with a short hay crop over most of the country and short pastures this summer the cost of milk production appears to be running even with all price increases—if not ahead of them.

The situation in market milk areas has caused price increases in many markets. Pittsburgh, Cincinnati, Chicago and New Jersey markets have shown increases of 12 to 35 cents per hundred pounds. Efforts are underway in most markets to get increases in producer prices and the possibility of raising consumer prices 2 cents a quart with producers getting most of it is mentioned in some instances. Reports from Philadelphia milk shed indicate that feed has gone up \$5 to \$10 a ton and that much of the hay, a short supply to start with, is being fed right now.

In spite of this, the milk dealers are reporting that production has held up better than usual during the last half of July. One milk hauler who operates a fleet of milk trucks gives a contradictory report, saying that his volume fell off 20 percent.

The manufactured dairy products situation shows strong competition for milk with small supplies of products in storage, production far under normal and prices advancing steadily.

**Butter:** June production was 186,976,000 pounds, 7.1% less than a year earlier. Total first six months of 1936 is 0.2% greater than 1935. Storage supply 74,683,000 pounds on July 1, compared to 96,390,000 a year earlier and 89,272,000 five-year average on July 1. Trade output the first six months was practically the same as a year earlier. More recent trends show sharply reduced production and much less going into storage than a year ago. Monthly average price for July was 33.57 cents a pound for 92-score at New York, compared to 23.88 cents in July, 1935. The New York wholesale price of 92-score butter on July 31 was 35.25 cents.

**Cheese:** June production was 83,132,000 pounds, 11.2% higher than in June, 1935. Six months total 17.4% higher than a year ago. Storage supply of all cheese on July 1 was 85,781,000 pounds which is more than 10,000,000 pounds higher than a year ago. Balancing this we find that June trade output was 21.5% higher than a year ago while for six months it is 10.9% higher, showing a strong demand. Prices are ranging nearly 5 cents a pound higher than a year ago.

**Evaporated Milk:** The June production of evaporated milk was 0.5% less than in 1935, the six months total 1.1% greater. Trade output (movement out of manufacturer's hands) was 39.7% higher in June than a year ago, the six months total 3.9% higher. The supply in manufacturer's hands on July 1 was only 186,359,000 pounds compared to 287,204,000 pounds a year earlier and 206,430,000 pounds five-year average. Prices are reported as \$3.20 a case, compared to \$2.62 a year ago.

**Total milk equivalent:** Production of manufactured dairy products showed a 3.7% drop in June compared to June, 1935. Six months total shows 2.6% gain. Apparent trade output was 3.7% more in June, 2.1% more for six months. Storage supplies on July 1 were 17% under July 1, 1935.

In spite of the higher butter prices there is no immediate danger of butter imports. The price of New Zealand butter at London was 26.6 cents on July 23, compared to 92-score New York price of 34 cents on the same date. The tariff is 14 cents which still gives a 7.4 cent margin before importations might be expected.

Cream prices have advanced sharply during July. 40-quart cans of 40 percent cream, Pennsylvania

approved, were quoted at \$18.00 for the week ending July 25, an advance from \$15.50 for the week ending July 4. Cream receipts as reported by the Bureau of Agricultural Economics were sharply reduced during the month with receipts from outside the milk shed showing greatest reduction. Competition for milk by evaporators is believed to have made local outlets more attractive for that milk.

Date	92-Score Philadelphia	Solid Pack New York	Chicago
1	31 1/4	31	30 1/2
2	32	31 1/4	31 1/2
3	32 1/4	31 1/2	31 1/2
6	32 1/4	32	32
7	34	33 1/2	33 1/4
8	34	33 1/2	33 1/4
9	34	33 1/2	33 1/4
10	34 1/4	33 1/4	34
11	34 1/4	33 1/4	34
13	34 1/2	34	34 1/2
14	34	33 1/2	33 1/2
15	34	33 1/2	33 1/2
16	34 1/2	34	33 1/2
17	34 1/4	33 1/4	33 1/4
18	34 1/4	34	33 1/4
20	34	33 1/2	33 1/2
21	34 1/2	34	33 1/2
22	34 1/2	34	33 1/2
23	34 1/2	34	33 1/2
24	34 1/2	34	33 1/2
25	34 1/2	34	33 1/2
27	34 1/2	34	33 1/2
28	34 1/4	34 1/4	33 1/4
29	35	34 1/2	34
30	35 1/4	34 1/2	34
31	35 1/4	35 1/2	34 1/4
Average	34.10	33.57	33.41
June, '36	30.39	29.69	28.88
July, '35	24.88	23.88	23.59

### Student Judges at Dallas

Two nation wide dairy judging contests will be held during the National Dairy Show at Dallas October 10-18. Prof. W. L. Stangel, exposition livestock director announced.

One will be open to 4-H Club teams that have won state championships and the other will be open to agricultural college teams. About twenty teams are expected to contest in each division. Prof. Stangel said.

A married man may have his better half, but a bachelor has his quarters.

## Judge Rules Against A.A.A.

**A** DECISION against the right of the A A A to issue "orders" regulating the handling of milk and prices paid for milk was handed down on July 23 by Judge Brewster of United States District Court at Boston.

Application for injunctions had been brought against 28 milk dealers who had not been complying with the order issued by the A A A on February 7, covering the Greater Boston market. These dealers represent only a small part of the market but it was contended that orderly marketing depended upon all dealers complying and that this was necessary in order to restore agriculture to a normal level.

In his opinion Judge Brewster asserted that he did not study the facts presented in the bill of complaint but that "the motion will turn wholly upon the decisions dealing with the original and the amended Agricultural Adjustment Act and upon the provisions contained in these acts." In other words, he was concerned with the constitutionality of the act and not with the details of that particular case.

He stated that he was not deciding whether Congress had power to enact legislation to impose regulations on the sale of milk in interstate commerce but that Congress had not yet passed any such legislation, that in his opinion the entire A A A is unconstitutional.

It is expected that the case will be carried on to the United States Supreme Court for final decision as to the right of the United States government to regulate interstate commerce in milk or to establish prices and rules for trading in such milk, as set forth in the Agricultural Adjustment Act. The defendants in this action, had the decision been against them, would likely have made a similar appeal.

At least several months may pass before a final decision is handed down by the Supreme Court. In the meantime, the great majority of milk dealers in the Boston area are living up to the spirit and the letter of the order. They are carrying on and keeping the order effective. This demonstrates that, to them at least, the regulations established at Boston are fair and reasonable regardless of the constitutional right of the A A A to issue them.

Good management alone may satisfy the directors of a private corporation, but a co-operative must have more than that.

### Why Classified Prices

The primary justification for classified price plans is that they enable producers to receive the same price for their milk and enable distributors to purchase their milk with each dealer paying the same for each use, is the opinion of Walter Hunnicutt, regional milk marketing supervisor of the Kansas City market under the Agricultural Adjustment Administration.

### Have You Rare Wild Flowers?

(Continued from page 8)

factory which manufactures the food for the maturing of the roots and for the maturing of the seeds in the hidden flowers is not disturbed.

"But there are plants like the trilliums which are injured by the picking of the flowers, even if the plants do possess a root which lives from year to year. The trilliums have three leaves which are located on the upper part of the stem near the flower. In plucking the flower the stem is always broken off below the leaves. Thus the food-factory which manufactures the food for the growth of the root is destroyed before it has grown to full size and before there was time to manufacture sufficient food to lengthen the rootstock very much—if at all. The root is, therefore, weakened to such an extent that it may never again produce a flowering plant."

It was Ruskin who reminds us—"God has lent us the earth for our life. It is a great entail. It belongs as much to those who are to come after us as to us and we have no right by anything we do or neglect, to involve them in any unnecessary penalties, or to deprive them of the benefit which was in our power to bequeath."

The annual struggle with flies is at hand, and while they are a nuisance and are unsanitary, the actual loss in production of milk caused by flies alone is small, according to H. A. Hopper of the New York State College of Agriculture.

One of the greatest needs in the cooperative movement is to get co-operation working among co-operators.

Housewife: "Can't you get into a business more profitable than begging?"

Hobo: "Well, I would like to open a bank, only I haven't got the tools."

Uncle Ab says some folks seem to think that job insurance means insurance against having to work.

A total of 8,025,000 pounds of casein was imported into the United States during the first five months of 1936, as compared to 823,500 pounds in the same 1935 period. More than one-half of this came from France and one-fourth from Argentina.



A B-K sterilizing rinse on your cans, buckets, strainers, will instantly destroy 99% of harmful bacteria. B-K has been America's leading dairy sterilizer for 24 years and is approved by health authorities. At 1/6c per gallon, B-K Powder makes the most inexpensive chlorine sterilizing solutions you can use. Buy B-K from your local dealer today.

GENERAL LABORATORIES DIV.  
Pennsylvania Salt Mfg. Co.  
Widener Bldg. Philadelphia, Pa.

### Members' Exchange

The REVIEW is your paper. You may use its column without cost to tell other Inter-State members what you have for sale. Use it for listing calves, cows, horses, poultry, or any livestock, seeds, hay, fence posts, used farm equipment, help wanted, supplies or cows wanted, etc. This offer is not open to dealers or agents even though they may be members but is designed to help members dispose of their own products.

A four-line limit (about 30 words) in this type size is permitted each member in any one issue. This space to include member's name and address. Notice must reach our office by the 27th of the month preceding date of issue.

## Yes! We

have solved printing problems for others.

### What are yours?

The quality of our printing is apparent when you get the job. The economy is apparent when you get the bill.

## Horace F. Temple

INCORPORATED

WEST CHESTER, PA.

Winter rye may be sown in early August for late fall pasture; and it may be pastured again in the spring.

## JERSEY SALE

More than 100 head of imported and Island bred Jersey cattle—all ages—will be sold at auction on September 7th, at

### MANY SPRINGS FARM

NEW CENTERVILLE, PA.

(Near Valley Forge)

Negative to Blood Test . . . . . Accredited for Tuberculosis

For further information and catalogue, address

### MANY SPRINGS FARM or

Tom Dempsey, Sales Manager—Westerville, Ohio



# LET'S GO!!

*The Question.....*

**Do we want a strong organization  
of milk farmers in this milk shed ?**

*Will be answered during the next four weeks.*

**You, Mr. Milk Producer have the answer!**

If, in your opinion the answer is "Yes"  
we want you to do two things.....

1. Register that answer by signing a Producers' Marketing agreement in the Inter-State Milk Producers' Cooperative.
2. Get your neighbors to sign, too.

But should your answer be "No", then just do nothing except sit back in the breeching and watch your neighbors—and *yourself*—take a gosh-awful licking on milk prices. Because, if the Inter-State Milk Producers' Cooperative does not go across we can look forward to at least 5 or 6 small sectional cooperatives which will go through frequent competitive battles—price wars—in which some one will lose—and it is not likely to be the distributors or consumers.

Approximately 68 to 70 percent as many producers are now signed up as are active in the old Association. Another 2000—let's make it 500 a week for four weeks—will put the new Cooperative on a going basis.

**The JOB—Every Man Get a Man.**

**The GOAL—2000 More by Sept. 1.**

Your fieldman or director (names and addresses on page 5) will supply you with blank marketing agreements—or write in to this office and we will send as many as you request.

**Inter-State Milk Producers' Cooperative**

401 North Broad Street

Philadelphia, Pa.

## INTER-STATE Milk Producers

ISSUED MONTHLY IN THE INTEREST OF THE DAIRY FA

VOL. XVII

West Chester, Pa., and

Library, Econ. & Ag. Coll. of Agric. Dep't.  
N. Y. State College of Agric.  
Ithaca, N. Y.

No. 5

## Price Hearings Under Way

### Control Board Calls Eight Over State

**I**MMEDIATELY FOLLOWING the appointment by Governor Earle of the new Pennsylvania Milk Control Board, the board announced a series of public hearings. These hearings are for the purpose of collecting facts on a price increase to producers and related problems.

The dates for the eight hearings are as follows: Harrisburg, August 27; Philadelphia, August 31; Pittsburgh, September 3; Pottsville, September 14; Easton, September 15; Scranton, September 16; Johnstown, September 18; Erie, September 21.

The announcement of the call of the hearings stated that the board might see fit to issue separate orders for each milk marketing area rather than wait to issue one state-wide general order. Only if the control board uses that privilege can producers in this milk shed hope to get any kind of an increase before October 1. The last hearing is scheduled for September 21 which would allow only two days to get out an order, give it the required seven days announcement and make it effective October 1.

#### Increased Costs Pointed Out

The September REVIEW was ready for the press when the Philadelphia hearing was held, making it impossible to cover it in detail. The important points, however, covered the sharp rises in feed costs, labor costs, cow prices and cost of sanitary regulations, all of which are adding to the cost of milk production. Detailed information about rising feed costs is carried on other pages of this issue.

The Inter-State's brief was short. It produced figures showing cost of production as based on cow testing association records, recalculated those costs on the basis of today's prices and showed that even with the requested increase few, if any, farmers will be able to produce milk at a cost which can be covered even by the requested increase.

Your association's officers informed the board that its auditors were

in position to find whether a price rise increased a dealer's cost of doing business. The control board, through its auditors, can obtain facts on this point and act accordingly in writing its marketing orders. It was pointed out that if distributors are allowed cost of doing business, producers also should be allowed a price to cover cost of production.

The request was made that the number of classifications be reduced

as much as possible. It is felt that the present system with 8 classes—in addition to "A" milk—is too complicated and confusing, also that some extra classifications are seldom used or represent only a small part of the total milk with only minor differences in prices. A three price system—or at most, four prices—was declared to be sufficient.

It was also urged that the prices of milk used for all cream and manu-

(Please turn to page 16)

## Final Drive Under Way

### Committees Signing Cooperative Members

**L**OCAL COMMITTEES are now at work in several districts, will soon be at work in other districts, getting their neighbors and fellow producers to become members of the Inter-State Milk Producers' Cooperative. Their efforts will put the Cooperative over. A remarkable job has been done in the sign-up program for the new organization.

The program represents new ideas and plans which producers had to study and understand before feeling ready to become members. This took time. In addition, certain groups took it upon themselves to misrepresent the program or to throw obstacles in its way. This delayed the work in some areas. But, after all, producers now have a better understanding of what a soundly organized Cooperative can do for them and of the urgent and positive need for such an organization of their own.

The "clock" shows well over 5300 members with signed marketing agreements in the office, entered on the records and ready for final consideration as to approval. Perhaps another 100 are not complete or are improperly filled out, and, therefore, cannot be counted until corrected. An estimated 400 are still in the field, mostly in the hands of

field representatives and local committeemen but which will be sent in within a few days.

This represents an excellent job by the field representatives as, except in a few areas, they have obtained practically all the marketing agreements now signed up. But there are only nine field representatives with forty odd counties to be covered—and they have had an unusual demand for special services to members this summer in addition to regular test, quality, and returned milk work.

There are at present about 7000 members of the old association who are selling milk to those dealers in Philadelphia, Wilmington and Trenton who have working arrangements with the Association. There are a few hundred more members who sell in the same markets but, because of lack of cooperation by their dealers, regular service can not be rendered to them.

This means that the Cooperative may soon start work. Plans are being laid for putting the new marketing agreements into effect this fall, probably by October 1. The larger the membership when this is done the better work the Cooperative can do for its members.

(Please turn to page 12)



# Cooperative To Start Soon

## Members Will Retain Close Control

**A** BIG JOB is ahead. That job is to divide the new Inter-State Milk Producers' Cooperative into locals—then combine those locals into districts. Plans for this work are already underway.

The help of every member of the Cooperative is needed on this job. In that way every member will understand how he can help keep the Cooperative "right side up"—always a farmers' organization for farmers. The locals will be the most important part of the new organization. Each local will elect a delegate, or delegates, who will elect directors, establish policies, decide important issues and have power to amend by-laws. For those reasons local meetings are highly important. It must be remembered that:

**Delegates will be as good as the members who attend local meetings make them—but no better.**

**Directors will be as good as the delegates make them—but no better.**

**The Cooperative will be as good as the directors make it—but no better.**

In other words—with the new set-up it is the duty of the members in each local to elect the best available delegates. Draft a good man, if necessary, and insist that he serve.

Next, insist that he go to the district meeting for the purpose of picking the most capable member in the entire district for director. Then it is the job of both members and delegates to get behind that director. Give him advice and counsel, see that he serves capably for the best interests of the members. He, in turn, must be a man who will keep in touch and advise with members back home so they may have the best possible market.

### To Elect Complete Board

We want to emphasize again that an entire new board of directors will be elected for the Cooperative before its first annual meeting this fall. Every member of the present board of the Cooperative has signed his resignation, effective at that time. That means the members, through their delegates, are free to elect as director for their district whoever they please, either returning the present director or naming a new one.

Each district can decide for itself how it will nominate men for director. It can, if desired, ask for petitions, ask for recommendations at local meetings, or keep the power entirely in delegates' hands. Likewise, if desired, each district may submit the names of nominees to all members in the district with the understanding that delegates will be guided by the wishes of the majority of members. There are

no rules except that only delegates from the district can cast the final official vote.

Members of a local may, if they choose, instruct their delegates on any matter. Those instructions may be to take certain action or to vote against certain action.

### Local Meetings Important

The fall local meeting is, in fact, the annual meeting of the Cooperative where reports are heard and acted upon. That gives the members, before picking delegates, a chance to judge whether the organization's work has been done properly. It permits intelligent action on the part of members who can then make recommendations to their delegates and directors.

Twenty-five members are necessary to form one local. If less than that it must be combined with another local. That number entitles the local to one delegate. Another delegate may be elected for each additional 75 members.

It is understood that all membership lists will be confined to actual producers and that membership will not be accepted unless the Cooperative is in position to render service to a producer. For that reason there are a few who have signed the producer's marketing agreement in the Cooperative who may not be accepted as members until a later time.

Districts will be set up within the Cooperative, each one comprising several locals, the number depending on the size of the locals. The size of each district will be measured by the number of members and these districts must be kept about the same size. Each district will have its own director—elected within that district by the delegates from the locals of the district. No member, delegate or director from any other district can have any vote whatsoever in the election of that director.

Any member of the district may

voice his opinions and express his views at a district meeting as well as at a local meeting. Only delegates, however, may cast a vote. This plan of voting by delegates at district meetings was approved because in districts which stretch out as in long, narrow valleys it would be difficult to get a fair turn out from those locals at a distance from the meeting place.

Delegates will conduct all business at the annual meeting of delegates which will correspond to the annual stockholders' meeting of the old Association. At this meeting policies will be determined, future plans outlined and general work carried out which requires the action of all delegates.

Here again only delegates may vote but any member may have the floor to express his views. In fact, no director nor officer may vote at either the district or the delegate's annual meeting unless he has been elected a delegate by his own local.

There are other details about the new Cooperative that every member should understand so that he may act wisely at this fall's meetings.

### Directors Serve Three Years

One is that one-third of the directors will be elected this fall for a full three-year term. Another third for two years and the remainder for one year. Thereafter, the terms of one-third of the directors will expire each year and elections in their districts will then be held to fill the vacancies.

Each local will elect officers consisting of a president, vice-president and secretary-treasurer. The place of meeting and manner of conducting the meeting will be determined largely by the wishes of the members and officers.

The same facts apply to district meetings although it is hoped that the location of these will be shifted from year to year so as to enable members from various parts of the district to attend without inconvenience.

It is important to keep in mind when electing delegates that they hold that position for a year and are subject to call to special delegate meetings at any time during the year. Such calls are likely only if a major problem or policy must be decided upon short notice and it is felt that widespread opinions should be obtained before deciding.

## Democracy In The New Cooperative

**W**HEN DISCUSSING the set-up of our new Cooperative with producers we often hear the statement made, "I hope we will have something to say with the way the new Cooperative will be managed."

The Board of Directors and officials have put in much time in developing a program that will give our members an opportunity to take part in all activities. The first opportunity for real participation will be in the election of local and district officers and in the election of delegates and a director. In another month the first annual meetings of locals and districts will be called and it will be the duty of all members to take part.

There will be a director elected in each district by the members in the district. Nothing should be left undone that is necessary to do in order to find the best man in the district and elect him as a director. The same discretion should be used in selecting delegates and other officers.

Wherever possible committees will be appointed to take an active part in solving problems that arise between the Cooperative and our buyers. It is our aim to have an enlightened membership that can take an active part in the management and at the same time always be ready to counteract misinformation passed out to our members with intention of hurting the cooperative movement.

We will endeavor to inform our members of the problems confronted by the buyers of our milk. In order to have a stabilized milk market producers and distributors must know each other's problems and make an effort to solve them for mutual benefit.

We hope to put the new Cooperative in operation soon, and we need the aid of every producer to help make it a success.

*Eff. Hantbach*

Meetings have been and are now being held of officers of locals in several districts (as set up in the old association) in order to draw up preliminary plans for establishing new locals and districts. It is probable that in many districts there will be little change in either the district lines or in locals. Where locals do not contain 25 members, however, it will be necessary to combine them. Likewise, where a district does not contain enough Cooperative members to justify a separate district it will be necessary to include those members with another district.

The advice and counsel of local leaders is being obtained in making these plans.

No date has been set for approving producer's marketing agreements but when approved each member will be assigned to a local, what local to be determined largely according to his previous membership.

It is probable that this will be done within the next six weeks. The exact date will be determined according to the speed of final sign-up work in most districts and of activity in a few districts which have been slow to get underway.

"Is your kitchen small?"  
"Why, it's so small we have to use condensed milk!"

### Bars "Covered Up" Cuts In New Jersey Prices

Following numerous complaints that some milk dealers in that state were evading the full price set by the New Jersey Milk Control Board by making producers assume a part of the hauling cost contrary to the f. o. b. farm price schedules set by the board, that board passed the following resolution at a meeting on August 4 and had a copy of it sent to all dealers who purchase milk in Areas One, Two, and Three of that state:

"WHEREAS, it has come to the attention of the Milk Control Board that a certain dealer or dealers are attempting to purchase milk from producers at lower prices than those fixed by this Board, by refusal to pay the entire cost of transportation, and WHEREAS, the Milk Control Board Act, Section 501, specifically states that;

"No milk dealer or subdealer shall distribute or sell milk in this State which is obtained from any producer or other dealer, subdealer or processor where the milk has been purchased either directly or indirectly for a price less than the price fixed by the board to be paid for milk to be distributed in a given market."

"The Board now serves Notice that any attempt direct, or indirect,

to purchase milk at a price lower than that fixed by the Board, or any refusal to accept milk from any producer without due notice, will be followed immediately by the license revocation procedure as specified in the Act."

### The Temporary Silo

A very serviceable silo may be built of 4 foot lath fencing and a special tar paper reinforced with rope fibers.

A 16 ft. x 16 ft. silo will hold approximately 42 tons of silage; and a 20 ft. x 20 ft. will hold about 90 tons.

When filling is finished, the middle should be higher than the outside. Cover the silage with chopped weeds or straw at least a foot thick and wet thoroughly.

The original cost of such silos is about 50c per ton of silage. They should be taken down when empty and stored under cover. New paper will be required each year, but this will cost less than 25c per ton capacity.

These silos are especially well adapted for those requiring additional silo room and for those on rented farms having no silos. Your County Agent will be glad to give you further information.



## INTER-STATE MILK PRODUCERS REVIEW

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**Milk!!!  
The Food  
For All Ages  
USE IT LIBERALLY**

### Control Board Appointed

Governor George H. Earle of Pennsylvania, on August 20, named the new Milk Control Board. The appointments were Howard G. Eisman of East Springfield, Erie County; Howard C. Reynolds of Factoryville, Wyoming County; and John J. Snyder of Easton, Northampton County.

There had been no board between the adjournment of the Legislature on August 6 and the date of the new appointments, this situation existing because the State Senate had taken no action on the confirmation of previous appointments. Eisman, who had been appointed to succeed James S. Pates, had not served because his appointment was made while the Senate was in session, while Reynolds had been serving because his original appointment by Governor Earle was made during a legislative recess. Reynolds had served for a few months on Governor Pinchot's original board.

Eisman was formerly State Farm Show Commissioner while Snyder is a producer-distributor who was at one time sheriff of Northampton County.

### Must Help Make Policies

Cooperatives can render valuable service in the development of national policies. National policies are not just pulled out of the air. They are formulated in large part by those groups, largely producer groups, that are interested in the welfare of agriculture. Not only can the cooperatives render valuable

service by enlisting their aid and experience in the development of national agriculture policy, and it is almost a foregone conclusion that we will have a positive agricultural policy of some sort for years to come, but they can also render salutary service in developing proper methods of administration of agricultural programs. The cooperatives, far from having only a passing interest in such matters, as a matter of fact should shoulder some of the grave responsibilities involved in such programs, and undoubtedly must do so if any given agricultural program is to be expected to attain any marked degree of success.—  
DR. E. W. GAUMNITZ.

## This Is Cooperation

*When you help another  
up the hill, then YOU  
reach the top too.*

### Guest Editorial Doing Something For the Farmer

During the coming campaign, spokesmen for both the great parties will do a lot of talking about farm relief. Both will claim that their party has found the Royal Road to farm prosperity, and that anyone disagreeing with it is an enemy of the people.

This is to be expected, politics being the kind of game it is. But a great many unprejudiced persons, without any partisan axe to grind, are coming to the opinion that the best kind of farm relief originates not in Washington but on the farm. The old maxim that "self help is the best help" may have been obscured by some modern theories, but it hasn't been outlawed yet. It is as sound today as it ever was.

The finest example of that old-fashioned "self help" is found in the agricultural cooperatives, which act as the farmer's representative in the process of producing and disposing of his products on the most profitable basis. These co-ops are permanent—they are non-political—they aren't managed by bureaucrats—they aren't trying to advance the fortunes of this party or that one. And they're doing more that is sound in a business way for agriculture than all the "farm relief" bills proposed since the war.—  
*Newtown Enterprise.*

Running is no use—the thing is to start on time.

Not what you do, but how you do it, is the test of your capacity.

## MILK PRODUCERS REVIEW

### Milk Goes On The Air

**B**EGINNING Sunday evening, September 27, at 6:30 p.m., the Philadelphia Dairy Council, together with a number of other dairy councils, will sponsor a radio program which can be heard locally over station WFIL of Philadelphia.

A symphonic orchestra, containing many well known instrumental soloists, will furnish music of a high order. There will be a quartet and two male singing stars, in addition to the program featuring Miss Gina Vanna, Chicago and San Francisco opera star.

This program which will appear under the title "Stars of the Milky Way", will contain dramatized stories of some important feature of milk.

This new feature, which advertises the milk we produce, should prove an interesting and valuable help in promoting and extending the use of our product. Long planning, careful study and hard work were needed in developing a program which, dairy leaders were convinced, would do justice to this valuable food. We are all fully aware of the keen competition for radio talent and choice broadcasting time, all of which makes this accomplishment more important.

Milk producers in this milk shed should be especially interested in this broadcast as it not only promotes the use of their own product but it also gives them a chance to learn at first hand some of the work and results of dairy council activity.

We urge you to tune your radio to Station WFIL, 560 kilocycles, at 6:30 every Sunday evening, starting on September 27. This program will be your program.

### Nebraska is 40th State To Eradicate Bovine TB

Nebraska on June 1 was officially designated by the U. S. Department of Agriculture as a modified accredited area, signifying that the state is practically free from bovine tuberculosis. Nebraska is the fortieth state to attain such recognition.

Of the eight remaining States not in the modified accredited area, one, South Dakota, is in the middle West, one, California, is on the Pacific Coast, and six, New York, New Jersey, Pennsylvania, Maryland, Vermont, and Rhode Island, are in the northeastern group of States. It is expected that some of this territory will be accredited within the next few months.

Better show a blotted page than a blank one—blots indicate that you have made a try.

September, 1936

## Growth—Two Kinds Needed

**T**HE COOPERATIVE sign-up is moving forward. That 75 percent mark is getting close. When reached, the Board of Directors may, if they see fit, make the new organization effective; starting it on its way to building a better, sounder milk market, a market which it is hoped will be sound, free from "loose" milk and in which producers and dealers alike will be given a fair and square deal.

But we can not stop when we hit that 75 percent mark. That will be merely the start, or permission to start. Remember—there will be things to learn. The Cooperative must, like a baby, walk before it can run—build greater strength before it can carry as big a load as will be ahead of it a few years hence.

The Cooperative can grow two ways. First, in membership, obtaining a high percentage, 90 or 95 percent, possibly 98 percent, of the producers supplying the market. Also, as smaller markets within the milk shed feel the need for cooperative effort the Cooperative should grow so as to include producers supplying such markets.

Second, the Cooperative should—must—grow in understanding. Only as the membership learns what the organization is doing, what it is trying to do, and what it is capable of doing if all members work together, can it really serve its members as it should.

In acquiring this understanding every member must be made to realize that he must get that himself. No manager, no president, or secretary, or editor, or director, or field representative can do that for him. True, these officers, directors or paid employees can and should help the member get that understanding by giving him complete and accurate information about the Cooperative—by making each member want to know more about it and by rendering service of a kind that will make it financially worthwhile to be a member.

Beyond that, the member must take the initiative in building his own understanding and, having acquired a complete understanding, he will then be a loyal member who will help officers and employees in facing their difficulties—who will insist on the transfer or removal of those not capable of overcoming those difficulties.

It is evident that, although the first and immediate problem is to build membership numbers, the ultimate progress of the Cooperative depends upon building in those

members' hearts a correct and deep-seated understanding of the Cooperative, its opportunities and capabilities.

There is growing evidence that both these problems are recognized and are being mastered by producers in the Philadelphia milk shed.

### Can It Be Done?

Efforts are under way for developing a long range weather forecast. Some may say it can't be done. Possibly not. But should these scientists succeed in devising a method of forecasting the general trends of weather for months ahead the effect can not be guessed.

Imagine predicting a drought—or an unusually wet season—before planting crops. It would enable farmers to plant drought resisting crops, or not to plant at all, thus saving seed and labor, if the forecast should indicate too severe a drought. It would guide farmers with low land that is too wet in wet years. It would warn them to do their haying early—or late—depending on when a rainy spell should be forecast.

Every reader can use his imagination as to how his work and activities would be affected if he should know at least in a general way what the weather is likely to be several weeks or months ahead.

### Seek Funds For Disease And Surplus Control

Recommendations on budget requests for the next fiscal year in the interests of bovine disease control and for the protection of domestic dairy products prices through surplus removal operations were presented August 4 to Henry A. Wallace, Secretary of Agriculture, by a special committee of the National Cooperative Milk Producers' Federation.

The requests suggested with respect to the Agricultural Appropriation Bill for the fiscal year ending June 30, 1938, included \$24,000,000 for the control of Bang's disease; \$3,000,000 for the control of Mastitis; \$15,000,000 for the purchase of surplus dairy products for relief; and such amount for the control of bovine tuberculosis as may be recommended by the Bureau of Animal Industry.

With the problem of bovine tuberculosis virtually solved and reduced to a routine test basis, the committee urged a concentration on the problems of controlling

Bang's disease and Mastitis. In the fiscal year ending June 30, 1935, the amount expended in testing for Bang's disease and indemnity payments was \$10,430,000. The following year the amount was \$14,650,000. For the present fiscal year the Federation estimates the total will be \$18,682,000.

The Mastitis control program was described as now at a standstill, due to lack of available funds.

Sam: "When're you going to pay that \$8 for pasturing your heifer? I've had her now for about 10 weeks."

Hiram: "Why, Sam, the critter ain't worth more'n \$10."

Sam: "Well, s'posin' I keep her for what you owe me?"

Hiram: "Not by a jugful. Tell you what I'll do. You keep her two weeks more an' you can have her."

"Excuse me, but you're carrying your sandwich board upsidedown."  
"This is my lunch hour, sir."

## Inter-State Milk Producers' Ass'n

Incorporated  
401 N. Broad St.  
Philadelphia, Pa.

Representing over 21,000 Dairy Farmers  
in the Philadelphia Milk Shed

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# Ropy Milk, Its Control

J. T. Plummer,  
Clayton Reynolds, Inter-State Field Representatives

EVERY YEAR ropy milk causes considerable loss to the dairy industry. This year has been no exception, many producers and distributors in Inter-State territory having been the victims of such outbreaks. When this occurs, everyone loses. The producer may get milk returned, the distributor often loses a customer, and there is grave danger that the consumer who may get a bottle of such milk will use less milk for a while thereafter, resulting in a loss of sales for both producer and distributor.

Ropy milk is caused by a certain kind of bacteria. It is a condition in which the milk tends to form long threads which, in extreme cases, may be drawn out two or three feet in length. This condition does not occur in freshly drawn milk but develops after the milk stands 24 hours or longer and it seldom occurs in sour milk.

Ropy milk, as discussed here, is entirely separate and distinct from the stringy condition observed in milking a cow with an advanced case of mastitis, or garget.

## Causes Lost Sales

This condition, if present, is usually first discovered by the customer when she takes the cap off the bottle of milk and the cream comes up in long strings with the cap. Such milk is in no way injurious to health, if otherwise safe, but it is not what the customer wants and causes a definite fear that the milk is bad. The result—a complaint to the milkman, and sometimes a lost customer.

Bacteria which cause ropy milk are so widely distributed that they may be found almost any place where milk is handled. They are widely distributed on grains and frequently on green plants and when these feeds are dried these particular bacteria may exist in an inactive form almost indefinitely. As a result, such bacteria are found in dust, in farm yard litter, in bedding and in feed in the stable.

Stagnant water and pasture streams become infected and through them, the udder and flanks of the cow. This, perhaps, is the most frequent original source of infection and may easily become widespread when pasture lands become overflowed, leaving stagnant pools.

These facts show how easily milk may become infected, especially

because of the wide variety of ways the bacteria can become spread around. Once the farm milk supply becomes infected it contaminates the utensils, every utensil with which the milk comes in contact. It also spreads to cooling tanks and possibly the water supply itself.

## Easily Spread

Milk from one farm carrying these bacteria may be spilled on the floor of a milk truck and from there contaminate other cans carried on the truck. It then goes back to other farms, getting into cooling tanks on those farms, to other utensils and into the milk. Many epidemics of ropy milk have finally been traced to a single farm with a gradual spread to other neighboring farms supplying the same dealer or who pasture their cows along the same creek. The epidemic may also spread because of careless washing of cans at a milk plant, especially if they are not properly sterilized. An examination of cans as they came from the can washer at one plant showed, by means of microscopic study, that some of these bacteria were then on the cans, thus proving this as a possible means of spreading the trouble.

Should any Inter-State member learn that there is contamination from ropy milk bacteria on his farm—or that there is an outbreak in his neighborhood he is urged to follow certain precautions very carefully. These precautions are of two kinds: (1) Thorough cleaning. (2) Thorough sterilization of all utensils.

## Precautions

Stated in greater detail, they are: (1) Thorough cleaning of all utensils followed by thorough sterilization of them with live steam, or boiling hot water. A tea kettle full of hot water will not do the job even on one or two buckets. If enough hot water or steam is not available a reliable chlorine solution should be used. These solutions can be used with cold or lukewarm water and every utensil should be rinsed in such a solution just before using. Under no circumstances should the utensils be rinsed with water after rinsing with chlorine solution. It might be advisable also to rinse each utensil with chlorine solution immediately after washing as well as just before using.

(2) Thoroughly clean the milk room floors, tables and racks, using a hot washing powder solution. Follow this with a thorough rinsing with a chlorine solution.

(3) Water tanks, including milk cooling tanks, if infected, should be emptied, then thoroughly scrubbed and then rinsed with a strong chlorine solution.

(4) Pools of infected stagnant water in pastures should be drained or filled. If this is impractical they should be fenced.

(5) Yards about the barn should be kept dry. Spots in them inclined to be wet or muddy should be drained or filled.

(6) The cows should be cleaned just before milking, giving special attention to the flanks and udders. These parts can be wiped with a cloth soaked in the chlorine solution left over from rinsing the utensils just before milking.

(7) The barn should be thoroughly cleaned in order to eliminate sources of dust.

(8) Feeding, or any work which might raise dust, should be done after milking.

## Everyone Must Help

Although this article is concerned principally with ropy milk problems as encountered by producers, it must be remembered that when a milk plant becomes infected the plant operator is faced with problems of his own.

The eradication of ropy milk epidemics depends upon the cooperation of all parties concerned—producers, haulers, and distributors. Only through their united efforts can every source of infection be run down and controlled and every channel of spreading the trouble stopped. Again—thorough cleaning and effective sterilization are the two important principles to remember.

Young hopeful (doing his homework): "Daddy, what is dew?"  
Father: "The rent, the note at the bank, and the installment on the car, Junior."

"Stars of the Milky Way" at 6:30 p.m. Sundays, over WFIL, 560 kilocycles, starting September 27.

# Damage By Bulls

AT THE request of a New Jersey member of the Inter-State we obtained a copy of the law relating to damage by bulls running at large in that state. This member was concerned principally with the loss caused by a scrub bull breaking into his pasture and mating with his purebred cows, thus producing a calf of definitely inferior value.

The New Jersey law allows damages but seems to fail to give proper recourse to this particular kind of damage. It says in Chapter 47, approved 3-26-1920 that:

"No person shall suffer a bull of the age of one year or over, whereof he is the owner or has the keeping, to run at large out of the inclosed ground of the owner or keeper; and whosoever shall wilfully or negligently do so, after having notice thereof, and being admonished to confine such bull, shall forfeit and pay the sum of twenty-five dollars, to be recovered by any person who shall sue for the same in an action at law, with costs of suit, in any court having cognizance thereof."

It will be noted that notice must be given the owner or keeper of the bull, requesting him to confine the animal, following which suit may be brought to recover damages of \$25.00. Unfortunately, damage of this particular kind is usually committed before this law could be made to apply. It can be invoked, however, in order to prevent similar damage happening in the future.

Inquiry was also made as to laws of other states of the Philadelphia milk shed covering the same type of damage. According to information obtained from the Delaware and Pennsylvania departments of Agriculture the laws of those states do not specifically cover bulls running at large but apply to all livestock. The Pennsylvania law applies to "cattle, horses, sheep and/or swine of every age and sex." The Delaware law merely specifies that it shall be unlawful for livestock to run at large on the public highways or unenclosed lands of that state.

The laws of both these states permit the impounding of stray livestock. The Pennsylvania law specifies that they may be impounded when discovered upon his, or her, improved land. The Delaware law permits any resident or land owner to impound any livestock running at large in the hundred in which he lives.

In both states prompt notice must be given the owner, if known, and if not known the Delaware law requires posting five or more notices in the school district where

the stray animals were taken up. The Pennsylvania law requires notice to the constable, or any constable of the county, who then impounds the livestock whether the owner is known or not.

Both these states provide for a committee of three freeholders to be appointed by a justice of the peace to review damage done and determine a basis of settlement. Both states provide definite fees for the

justice of the peace and the freeholders and the Delaware law provides definite rates to cover the cost of impounding. The Pennsylvania law leaves that to the judgment of the committee of freeholders.

Definite procedure is also laid down as to the course to follow if impounded animals are not claimed.

● **Has Your Neighbor Joined the New Cooperative? If Not, Won't You Sign Him Up?**



This float won the prize among township floats at the McConnellsburg Sesqui-Centennial celebration

# Dairy Float Wins Prize

MCCONNELLSBURG, Pennsylvania, completed 150 years of history this summer, marking this event with a four-day Sesqui-Centennial celebration early in August. This town was founded by Daniel McConnell in 1786 and was incorporated in 1814, becoming the county seat of Fulton County when that county was established in 1850.

An important feature of the historical event was a parade of floats from each township, the winning float typifying the most important industry of the county—dairying—and was under the supervision of Mr. and Mrs. J. H. Kendall. Their township was also represented by a second float under their direction. The photograph shows the prize winning float which used local talent and was built on their milk hauler's truck.

The leaders in this township enlisted the aid of E. C. Dunning, Inter-State field representative, who gave them many good ideas and also arranged with the Philadelphia Inter-State Dairy Council for further suggestions and materials, including

the costumes worn by the girls who rode on the float.

Mrs. Kendall expressed her appreciation for this help by writing Dr. Hannah McK. Lyons of the Dairy Council as follows: "Mr. Kendall and myself are very grateful for the splendid cooperation of the Dairy Council and the Inter-State. Without your help we would have found our task much more difficult. We enjoyed the work and the joy of putting in the parade two lovely floats."

## Where Our Milk Goes

"The Supply and Utilization of Milk in Pennsylvania" by T. K. Cowden and E. G. Fouse, has just been published by Pennsylvania State College. It is Bulletin 327. The bulletin covers the production of milk in the state and the movement of that milk to markets, both within and outside the state. It also covers the movement of milk from producing areas outside the state to markets within the state.



# NOW

FOR THE FIRST TIME!



## MORE MILK INSURANCE

THERE NEED NO LONGER be any question about what to feed your cows. Now, for the first time in the history of the dairy industry, you can have the protection of "More Milk Insurance." It's an amazing offer—an exclusive Purina offer to the dairymen of America. It gives you a perfected plan of feeding cows and backs it up with an ironclad written agreement. In blunt but believable words, it says:

*"Purina Cow Chows will make enough extra milk to more than pay any extra feed cost, or the extra feed cost will be refunded. This applies when Milking Cow Chow and Dry and Freshening Cow Chow are fed as directed for a year."*

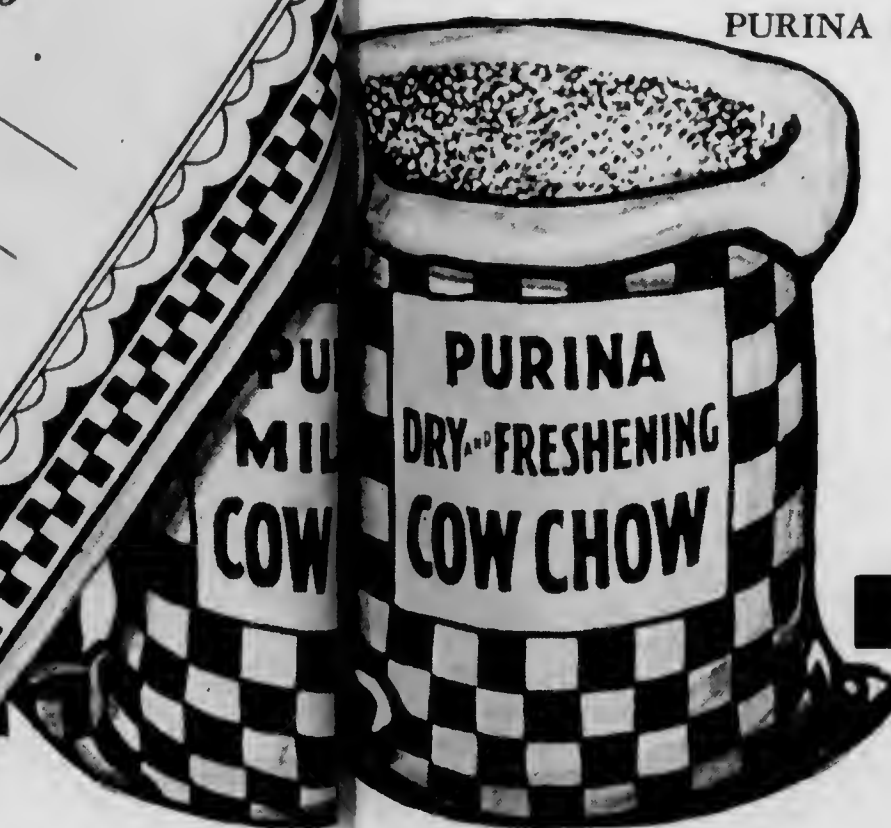
This most unusual offer is made possible because of the experience at the Purina Research Farm and on thousands of other dairy farms. Here, there and everywhere Cow Chows are giving definite proof of performance in the milk pail. When fed as directed, the results are amazing! The milk production of the Purina herd of 75 cows has been stepped up from 6,500 pounds the first year to more than 12,000 pounds per cow yearly in the fifth year.

Purina's "More Milk Insurance" is yours without cost! Simply make application at the time you buy Purina Cow Chows. Decide now to feed Dry and Freshening Cow Chow and Milking Cow Chow. You can do it at no extra cost. You'll see a real difference in milk performance and you'll make more money from your cows! Surely feeds good enough to insure are the best for your cows!

PURINA MILLS, 854 Checkerboard Square, St. Louis, Mo.

### DO THIS NOW!

*See your Purina Dealer at once and make application for "More Milk Insurance." It's yours without cost!*





# The Cooperative Community

ELIZABETH MCG. GRAHAM, Editor

## Education By The Lunchroom

HANNAH MCK. LYONS, M.D.



If there is one question that comes to the Dairy Council more than another, it is that of school lunches. I do not want to talk here of sandwich making; of sandwich fillings and all the other interesting things that make lunches; but

I would like to make you so lunch-conscious that whether your child carries a grape-basket lunch or is part of a big school system with lunchroom provided, you are in such close touch with your teacher that you are ready to help carry out any unit of work she is trying.

"See, I have a good lunch", said a third grader proudly as he stopped to show teacher a well filled lunch tray. It was noon and teacher was checking up on lunches today. "You're right", smiled teacher as she dropped on his tray a yellow card which said in large black letters, "You Have An 'A' Lunch."

Next in line came another boy, but he was less eager to show his tray. "You see", he apologized, "I spent some of my money at recess, so I didn't have enough left to buy much lunch today." The teacher looked over it and on it dropped a bright colored card which read, "To have an 'A' lunch you need a full serving of fruit or vegetable."

Elsie carried the next tray. On it was a lunch box and a bottle of milk. She usually had a good lunch though never more than a nickel to spend. Expectantly she waited while teacher lifted the cover of the box and saw inside fruit and sandwiches brought from home. These, together with the bottle of milk, entitled Elsie to an "A" lunch card.

And so the third grade filed past their teacher, and in time, all grades did likewise. Some of the children had excellent or "A" lunches, and some had poor ones, but each child received from teacher a word of encouragement and a card of instruction regarding the quality of his lunch.

This scene was in a public school where a member of the Dairy Council staff was helping make a school lunch study. It might be in any section where children eat at school. The purpose of the study was to test out the effectiveness of the nutrition lessons taught in the classroom; and to investigate the possibilities of the school lunch as an avenue for developing judgment in food selection.

The purpose of the study was more than fulfilled. The school lunch developed good habits of eating; a remarkable improvement in quantity and quality of noon lunches; and also a striking increase in use of milk, fruits and vegetables.

More important still, the children developed judgment in the selection of food, as seen by the fact that they did not drop back to the low level at the beginning of the next year after the summer vacation. Minor illnesses were less frequent. The

## Contracts of Achievement

A. A. DUNNING

The late afternoon sun melted into the twilight, and the twilight into the darkness as we climbed far up the Blue Ridge Mountains where a misty veil fused sky and rolling slopes, and where the moon came up from below giving one an almost breathless fleeting understanding of the term "infinite".

All day we had traveled through the foothills and the valleys of West Virginia, and had gone in and out of the little towns snuggled in the mountainsides and on the river banks of the Potomac. We had followed the trail of the dairy farmer whose cows must provide nourishment for folks in a far away city.

So often during the day the thought had come to me, "How wonderful it would be if only the folks who drink this milk could meet and talk to the folks who produce it. How much easier social and economic troubles could be ironed out if folks like these, so interdependent could only know each other better. For people are fundamentally the same, the world over and always with complete understanding comes complete accord."

It was long after darkness had fallen on those West Virginia mountain tops and a little group of men sat on a fallen log and talked. They talked of the Inter-State, of its years of accomplishments, of its years of service, and of its hopes and plans for the future. As I listened there came to my mind a line from Carlyle,—"Wherein thou even now standest, here or nowhere is thy ideal; work it out therefrom; and working, believe."

Here on the mountain top, or in the valley, on the plains or in the towns—Believe. Believe that a cooperative association, the Inter-State Milk Producers' Cooperative, standing firm and strong and true on a foundation of years of accomplishment and service; both arms outstretched bringing together in an economic bond the producer and the consumer; and with a vision that looks far into the future—will give to the world through its stability, through its economic bond and through its vision, a new era of social understanding.

As the little group gathered in front of the car lights, beside this mountain home with the peaceful Alleghenies towering off to the west, and signed the contracts which would make them members of the Inter-State, I thought again, "Wherein thou even now standest, here or nowhere is thy ideal; work it out therefrom; and working, believe." Believe—because the signing of a contract never yet made a loyal member, nor the mere holding of contracts a cooperative association. A contract signed is NOT cooperation sold, unless the ideal that first brought cooperation and cooperatives into being is so fully understood that the transaction may be regarded as a contract of achievement. One member expresses it thus: "I keep my Inter-State Certificate in my safe deposit box at the bank because it represents my greatest step toward progress."

whole family became lunch-conscious. Mother sent to school asking for a standard breakfast.

There is no reason why any community cannot have the school lunch teaching. True a few things are needed. For example:

- 1—Willingness on the part of everyone to help.
- 2—Whether you have a paid helper or not depends on your school and conditions.
- 3—You need a nutrition library—just a few bulletins and books on foods and lunches.
- 4—To serve a limited variety. Too great a variety means failure.
- 5—In each room a lesson on "What is a good lunch?"

Writing on the board "Specialists who have studied about nutrition say this is a good lunch for children":

Milk—1/2 pint, or two foods made with milk as milk soup, ice cream, creamed vegetables or cocoa.

Vegetable—(beside potato), or fruit, or both—a full serving.

Other substantial foods—2 servings in addition to above, as bread and butter, potatoes, macaroni, beans, meat.

Dessert—if desired—but not essential to a good lunch.

A warm food at least during cold months.

Let us remember we are serving food to build bone and muscle for hungry children that they may make good marks, not tempting jaded appetites. Here is the opportunity to lay the foundation for future health by teaching the pupils to enjoy simple, nourishing foods, carefully prepared and attractively served, never neglecting the educational value.

## AMONG NEIGHBORS

W. F. Bradley of the San Diego Cooperative Poultry Association, believes that one of the greatest things in the world today is the building of the two great bridges across San Francisco Bay. "If we examine the work at close view we find that the little machine that travels from one end of the bridge to the other spinning the cables, is one of the most interesting sights. Each of these strands is small, but as more and more are bound together in cooperation, the finished cables will support not only the giant bridge itself, but also the many vehicles that will travel over it. One of these strands would have broken easily. Bound together they defy the heaviest weight."

Cooperative effort among the farmers of Ohio has grown. Business totalling more than \$35,000,000 was the record last year for the farmer owned elevators, of which there are 180 in the state. Milk cooperatives, during the same period, handled more than 100,000,000 pounds of milk.

Following a trend noticed in many milk sheds, Sanitary Milk Producers Inc. of St. Louis report that the first four months of the year netted an addition of 741 members. Older members, in most instances, were responsible for the recruits.

The Virginia Sweet Potato Association was forced to turn down applications after the present 20,000 bushel capacity of its curing houses had been filled. In addition to operating its curing houses, the organization will act as a statewide selling agency for county curing and marketing associations.

The Northwestern Turkey Growers Association handled almost \$7,000,000 pounds of turkeys during the last season, netting their members more than \$2,000,000.

The Vermont Maple Cooperative, Inc. is now selling its syrup in 25,000 stores from coast to coast.

The Michigan Potato Growers Exchange believes that "Like ladies, potatoes should be attractively dressed before going places." This Association "long ago discovered the advantage of using only new bags to market their potatoes. Bringing high quality potatoes to market in old dirty bags is like keeping Cinderella in the kitchen—the Prince never noticed her there."

*To do what we will, is natural liberty; to do what we may consistently with the interests of the community to which we belong, is civil liberty, the only liberty to be desired in a state of civil society.*

—PALEY.

*"If one has nothing else in life one has always beauty. One can reach out anywhere and take it. One can spend a lifetime searching it out and looking at it, in those lovely forms of nature which are all about and are never to be seen twice quite alike in all one's three score years and ten."*

—MARJORIE BARSTOW GREENBIE in "Recreation."



## "What Do We Owe to Our Children?"

By Rollo G. Reynolds

Principal, Horace Mann School, Columbia University

(Reprinted in part from Journal of the National Educational Association)

What do we owe to our children? What is the obligation of the richest country in the world to its youth? I should like to present to you four things which I believe should be the heritage of every American child.

First of all, he has the right to a strong and healthy body. He has the right to be wellborn. The society of which he is a part must give him a home with light and air and sunshine. There can be no slums if this first inalienable right is to be his. There can be no poverty, no lack of medical care, no scarcity of food and clothes, no lack of knowledge on the part of his parents as to how that strong healthy body, which is his right, is to be developed. He cannot have it if his teacher in school is unskilled in teaching this fundamental healthful living.

He has the right to good eyes, sound teeth, steady nerves. Ramshackle schoolhouses; a lack of proper equipment; a selfish motive seeking control of the fruit, the milk, the vegetables, the shoes, the clothes and all which ministers to his health, deprive him of these rights just as realistically as if some madman stripped the clothes from his back, stole the food from his mouth, and shut him away in a foul dungeon.

In the second place, we owe each child the right to develop an honest mind. To be sure, we must start with the mind or intelligence which the child brings into the world. But our obligation to that intelligence is clear. We must develop it to its fullest capacity and we must not warp, distort, or destroy it. We are bound in a decent society to develop within its children the ability to think for themselves—to think in the face of objective evidence—the facts.

That means we must give them the facts with which to think objectively—the truth, if you please, so far as the truth is known. I realize the difficulties; I can almost hear some of you murmuring, "Whose truth? What you think is true—or what I think is true?" I'll tell you whose truth—the truth of those who have sincerely and honestly at heart the welfare and happiness of these children to whom truth is so necessary. There are truths self-evident to all save those whose selfish greed and ambition blind them. War is wasteful; war is criminal; war is tragedy. Is that truth? You know that it is. Then it should be taught.

False propaganda, political demagogues, racial prejudices, evil superstitions, and graft, could not long exist in a land whose citizens were equipped with honest minds.

In the third place, we in America owe to our children trained hands. Even in an age of machines there is work in the world to be done.

There is still a great deal of virtue in the old concept—the dignity of labor. The American school should train the hand to that which it can best do. It may be to run the machine; it may be to guide the paint brush, to control the vibrating string, to manipulate chemical elements, to do all of the things which in our complex world need to be done.

But to train the hands of our children is not enough; we must afford them a land where these trainings of the hand may have a chance to function, not only for the happiness and well-being of the trained, but for the welfare of all who make up our society.

And last of all, we owe to our children the right to a living soul. I realize that it is considered unscientific in some educational

(Please turn to page 15)



## Drought Sends Prices Up

**D**AIRY MARKET reports this fall are virtually reports and prophecies of the effects of the drought. Production is far short of normal and it is expected in almost every quarter that the late fall months will experience a shortage such as hasn't been known for years. This applies to all manufactured dairy products as well as fluid milk.

The situation in this milk shed shows that production has held up fairly well, much better than expected. This has been due, in part, to more late freshening cows but reports from all parts of the milk shed indicate that the most important factor has been the practice of farmers of putting their cows on every available bit of pasture to which a large number have added fresh green feeds and barn feeding which approached winter conditions in amount fed.

An idea of the seriousness of the pasture situation this summer and of the hay situation for the next eight months is found in the official crop and pasture conditions reports. The U. S. D. A. pasture conditions report issued on August 8 states "In Pennsylvania the condition of pastures was the lowest on record for August 1." It also states that in spite of rains which partially broke the drought about that date, "the pastures have been slow in recovering and are still poor."

The Delaware crop report, issued on August 11, says, "Pastures are green but at the present time are not furnishing much feed." The Maryland crop report, issued the same day, says, "Pastures which have been short all season, are furnishing the least feed in many years."

### Short Hay Crop

Similar reports emphasize the extremely short hay crop which has been harvested this year throughout the Philadelphia milk shed. Local prices indicate local conditions of the hay crop. The Maryland crop report for August states, "Tame hay production is one of the shortest crops in years . . . 22 percent shorter than the five year average. Clover . . . was a near failure in many sections." A similar condition exists in Delaware, the crop report for that state saying that "Tame hay is one of the shortest crops in years."

Conditions in other markets show a marked trend toward higher fluid milk prices. This is a direct result of the drought which has caused costs to rise sharply and has raised the price of butter to the extent

that fluid milk prices had to be raised in order to remain equitable.

The fluid milk market report for August, issued by the U. S. D. A., shows that of the 132 markets covered in the report, 52 had raised their prices since July 1. Only two had decreased producer prices. These were Boston and Knoxville, Tennessee. The price increases ranged from 9 cents, to 87 cents a hundred pounds in Sioux City, Iowa. Several cities, including Milwaukee and Racine, Wisconsin, and Kansas City, Missouri, increased producer prices by 70 cents. Increases of from 30 cents to 46 cents a hundred pounds were very frequent. Many of these increases were made effective in the middle of July.

### Production Decreased

The dairy situation report, issued August 20, states that milk production per cow was 5 percent less than last year and 8 percent under average. The number of cows is also about one percent less than a year ago. Production per cow in the North Atlantic states is reported as about normal but slightly less than last year.

The same report states that the estimated national production of corn, oats, barley, and grain sorghums (as based on August 1 conditions) will be about 58,000,000 tons which is 44 percent less than the 1923-32 average. Although the national hay crop is expected to be much shorter than last year's large crop, the carry-over may bring the total available supply of hay in the country to nearly a normal level.

**Butter**—Production was 17.4% less in July than a year ago and was 11.5% under the 5-year average. The outlook for production during late summer is rather poor. Storage supplies were only 103,393,000 pounds on August 1, or 31% less than last year and 19% under the 5-year average. The August price was about 10.6 cents a pound higher than last year. Consumers appear to be using less butter which caused a slight break in prices in late August. With wholesale butter at 35 to 36 cents there have been some importations and more are expected if prices go higher.

**Cheese**—July production was 4.5% less than in July, 1935, but total for the first 7 months is higher than a year ago. Cheese prices are also substantially higher than a year ago. Storage stocks of American cheese on August 1 were 80,730,000 pounds, about 2% less than a year ago and 1% above the 5-year average. Other types of cheese show slightly larger storage supplies.

**Evaporated Milk**—Production and supplies of this product are substantially less than a year ago. Production in July decreased about 4 percent and demand from sales outlets reduced the supplies on manufacturers' hands to only about one-third of last year's record total. Prices to producers in July are reported as averaging \$1.63 per 100 pounds of 3.5% milk, as contrasted to \$1.13 in July, 1935. Selling prices have increased from an average of \$2.62 per case to \$3.71.

### Final Drive Under Way

(Continued from page 1)

Each member who gets a new member will be helping himself by making a better organization.

Every member who has already joined the Cooperative is urged to use his influence in getting every neighbor producer to join. Talk to your neighbors, point out that without an organization of your own, covering the entire milk shed, there is only a slim chance of getting good prices, that such an organization will be needed to insure fair treatment.

Successful cooperatives everywhere have found that members brought in by other members are loyal, that they understand the reason for the cooperative and work with it and for it at every opportunity.

See your neighbor. Talk to him over the back fence, at the store or receiving station, at the Grange or farmers' club. Give him a correct and clear understanding and the chances are ten to one that he will want to join. It will help make your Cooperative a better organization.

"Milk Goes On the Air" at 6:30 p.m. Sundays, starting September 27, over WFIL, 560 kilocycles.

Date	92-Point Philadelphia	Solid Pack New York	Chicago
1	35 1/4	35 1/4	34 1/4
2	36 1/4	35 1/4	35 1/4
3	36 1/4	35 1/4	35 1/4
4	36 1/4	35 1/4	35 1/4
5	36 1/2	36	35 1/2
6	36 1/2	36	35 1/2
7	36 1/2	36	35 1/2
8	36 1/2	36	35 1/2
10	36 1/2	36	35 1/2
11	36 1/2	36	35 1/2
12	36 1/4	35 1/4	35 1/4
13	37	36 1/2	35 1/4
14	36 1/2	36	35 1/2
15	36 1/2	36	35 1/2
17	36	35 1/2	34 1/2
18	35 1/4	35 1/4	34 1/2
19	35 1/4	35 1/4	34 1/2
20	36	35 1/2	34 1/2
21	36	35 1/2	34 1/2
22	36	35 1/2	34 1/2
24	36	35 1/2	34 1/2
25	35	34 1/2	33 1/4
26	35 1/2	35	34 1/4
27	35 1/2	35	34 1/4
28	35 1/4	34 3/4	34 1/4
29	35 1/4	34 3/4	34 1/4
31	35 1/4	34 3/4	34
Average	36.05	35.55	34.91
July, '36	34.10	33.57	33.41
Aug., '35	25.99	24.99	24.38

September, 1936

## Milk Prices — July, 1936

Weighted Average Prices Paid by Dealers for 3.5% Grade B Milk

Dealer	Delivery Point	Mile Zone	Average Price
Supplee-Wills-Jones	Bedford, Pa.	261-270	\$1.83
Harbisons	Brandtsville, Pa.	121-130	1.96
Harbisons	Byers, Pa.	31-40	2.06
Harbisons	Carlisle, Pa.	131-140	1.95
Harbisons	Centerville, Md.	91-100	1.87
Supplee-Wills-Jones	Chambersburg, Pa.	151-160	1.90
Supplee-Wills-Jones	Chestertown, Md.	81-90	1.84
Scott-Powell	Clayton, Del.	61-70	1.85
Abbotts	Coudersport, Pa.	331-340	1.90
Abbotts	Curryville, Pa.	251-260	1.93
Scott-Powell	Dagsboro, Del.	131-140	1.80
Supplee-Wills-Jones	Duncannon, Pa.	121-130	1.93
Abbotts	Easton, Md.	101-110	1.94
Harbisons	Frenchtown, N. J.	61-70	1.92
Abbotts	Goshen, Pa.	61-70	2.06
Supplee-Wills-Jones	Hagerstown, Md.	181-190	1.78
Supplee-Wills-Jones	Harrington, Del.	91-100	1.85
Supplee-Wills-Jones	Huntingdon, Pa.	201-210	1.87
Harbisons	Hurlock, Md.	121-130	1.85
Abbotts	Kelton, Pa.	41-50	2.08
Abbotts	Kempton, Pa.	81-90	2.05
Supplee-Wills-Jones	Kennedyville, Md.	71-80	1.86
Harbisons	Kimberton, Pa.	31-40	2.06
Martin Century	Lansdale, Pa.		2.18
Supplee-Wills-Jones	Leaman Place, Pa.	51-60	2.01
Supplee-Wills-Jones	Lewistown, Pa.	161-170	1.90
Scott-Powell	Longsdorf, Pa.	141-150	1.91
Sypherd Dairies	Lyndell, Pa.	31-40	2.09
Harbisons	Massey, Md.	61-70	1.87
Supplee-Wills-Jones	Mercersburg, Pa.	181-190	1.90
Harbisons	Millville, Pa.	151-160	1.94
Supplee-Wills-Jones	Moorefield, W. Va.	291-300	1.70
Supplee-Wills-Jones	Mt. Pleasant, Del.	41-50	1.88
Supplee-Wills-Jones	Nassau, Del.	121-130	1.82
Scott-Powell	New Holland, Pa.	61-70	1.98
Abbotts	Oxford, Pa.	41-50	2.08
Abbotts	Philadelphia, Pa.		2.29
Baldwin Dairies	Philadelphia, Pa.		2.33
Breuninger Dairies	Philadelphia, Pa.		2.30
Gross, Chas.	Philadelphia, Pa.		2.39
Scott-Powell	Philadelphia, Pa.		2.16
Supplee-Wills-Jones	Philadelphia, Pa.		2.24
Abbotts	Port Allegany, Pa.	321-330	1.91
Scott-Powell	Pottstown, Pa.	41-50	1.99
Supplee-Wills-Jones	Princess Anne, Md.	131-140	1.81
Abbotts	Providence, Md.	41-50	1.99
Supplee-Wills-Jones	Red Hill, Pa.	41-50	2.01
Breuninger Dairies	Richlandtown, Pa.	41-50	2.08
Harbisons	Ringoes, N. J.	51-60	1.93
Supplee-Wills-Jones	Ronks, Pa.	61-70	2.01
Harbisons	Rushland, Pa.	21-30	2.06
Scott-Powell	Snow Hill, Md.	161-170	1.79
Abbotts	Spring Creek, Pa.	401-410	1.88
Harbisons	Sudlersville, Md.	71-80	1.87
Supplee-Wills-Jones	Townsend, Del.	51-60	1.87
Wawa Dairies	Wawa, Pa.		2.15
Supplee-Wills-Jones	Waynesboro, Pa.	171-180	1.90
Clover Dairies	Wilmington, Del.		2.15
Fraims Dairies	Wilmington, Del.		2.14
Supplee-Wills-Jones	Zieglerville, Pa.	31-40	2.01

## Pennsylvania Price Schedules

Prices per 100 pounds of milk of 3.5% butterfat content for July and August, as established according to Pennsylvania Milk Control Board Order 24, as amended, & Order 25 are:

Class	July Prices	August Prices
I (fluid milk) f.o.b. Phila.	\$2.50	\$2.50
I f.o.b. secondary markets	2.38	2.38
I state-wide & rural areas	2.19	2.19
IA (for fluid cream) f.o.b.	1.80	1.80
II (for ice-cream)	1.67	1.74
IIA (for chocolate, etc.)	*1.67	*1.74
IIIB (evaporated milk, etc.)	1.65	1.73
IIIC (for butter)	†1.37	†1.44
III (American Cheese)—special formula		

\* Plus or minus certain differentials.

† Class IIIC price is amount of butterfat times price of 92-score New York butter, plus 20¢ per 100 pounds of milk.

Butterfat differentials on Classes I, IA, II, IIA, and IIIB are 4 cents a point up or down from 3.5%.

Average August butter price was 35.55¢.

## Prices at Receiving Stations in Philadelphia Marketing Area

Mile Zone	Class I	Class IA
0 to 20	\$2.50	\$1.80
21 to 30	2.24	1.77
31 to 40	2.23	1.77
41 to 50	2.22	1.77
51 to 60	2.21	1.77
61 to 70	2.20	1.77
71 to 80	2.19	1.76
81 to 90	2.18	1.76
91 to 100	2.17	1.76
101 to 110	2.14	1.76
121 to 130	2.10	1.76
131 to 140	2.09	1.76
141 to 150	2.08	1.76
151 to 160	2.07	1.76
161 to 170	2.07	1.75
171 to 180	2.06	1.75
181 to 190	2.06	1.75
201 to 210	2.05	1.75
251 to 260	2.02	1.75
261 to 270	2.02	1.74
291 to 300	2.00	1.74
321 to 330	1.99	1.74
331 to 340	1.98	1.74
401 to 410	1.95	1.73

## Prices Paid Producers On Other Markets

Class I price 3.5% milk for August, weighted average price for June (J) or July (Jy). All prices f. o. b. city market except as indicated.

Market	Class I Price	Retail Price	Weighted Average Price
Philadelphia	\$2.50	11¢	?
Pittsburgh	2.65	12	\$1.775 J
Baltimore	†2.38	12	?
Washington	†2.78	13	2.434 J
Camden	**2.79	13	?
New York City	*2.70	13	1.55 J
Hartford	2.94	13	2.55 J
Providence	3.20	13	3.00 Jy
Boston	†2.80	12	?
Richmond	2.70	12	2.54 Jy
Wheeling	2.15	11	1.55 Jy
Cincinnati	2.65	13	?
Akron	2.30	11	1.70 J
Detroit	2.48	12	1.83 J
Milwaukee	2.70	11	?
Minneapolis	2.20	11	1.66 J
St. Louis	2.58	13	1.67 J
Kansas City	2.58	12	1.965 Jy

\* Price applies in 201-210 mile zone.

\*\* Price applies f. o. b. producer's farm.

† Price applies in 191-200 mile zone.

‡ Price includes fluid milk and all cream.



The REVIEW is your paper. You may use its columns without cost to tell other Inter-State members what you have for sale. Use it for listing calves, cows, horses, poultry, or any livestock, seeds, hay, fence posts, used farm equipment, help wanted, supplies or cows wanted, etc. This offer is not open to dealers or agents even though they may be members but is designed to help members dispose of their own products.

Purebred Guernsey Heifers from my herd. Accredited for Tuberculosis and Negative to blood test—ages from 6 mos. to 26 mos.—J. R. Benton, Stevensville, Md.

For Sale—63 acre farm, high state of cultivation. Fordson tractor and Oliver tractor plow, in good condition.—J. K. Bunnell, Pennsburg, Pa., R. D. 1, Box 132.

The production of creamery butter in Canada in June, 1936, amounted to almost 39 million pounds, an increase of six percent over June a year ago. Perhaps the fact that Canadians, with a butter consumption of about thirty pounds per capita, are among the world's largest butter eaters, is reflected in the increased production.

## If Molasses Costs More Than Corn—Stick To Corn

If molasses or molasses feeds are higher in price than corn, pound for pound, it probably will pay the cattle feeder to stick to corn, says the Bureau of Animal Industry after 3 years of tests at Grain Valley, Mo. But if corn is higher in price a feeder may find it profitable to replace 2 or 3 pounds of corn with an equal weight of molasses in the daily ration.

prices which corn is now quoted at it is quite possible that molasses will be a cheaper feed next winter.

In feeding molasses it must be remembered that the amount fed to each animal per day must be moderate, yet if only one-third or one-half of the corn is replaced there is definite chance for substantial saving.

Should any Inter-State member wish to get detailed information about how to use molasses in a dairy ration we urge him to write to the dairy department of his state agricultural college or get in touch with his county agricultural agent.

Dairymen, faced by an acute shortage of roughage as a result of the early summer drought that seared pastures and hay fields, have been advised to adjust the size of their herds to the volume of roughage storage with which they will enter the winter months. Letters to this effect were sent out by the New Jersey Agricultural Extension Service.

County agricultural agents are advising farmers to "cull out any cow or heifer that does not give promise of paying for her feed this winter" and "to be careful about buying additional stock if you are going to be short of roughage."

A survey shows that "many farmers are now feeding their next winter's roughage and will undoubtedly be short before spring." In some

As Reported in *Dairymen's League News*, issues of:

The above prices apply at Syracuse, New York. The carlot freight rate of feeds is reported as \$.30 a ton more to Philadelphia than to Syracuse, N.Y.

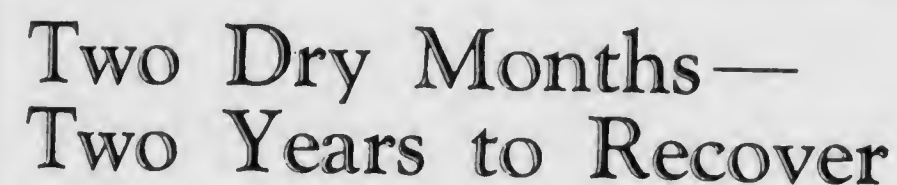
parts of New Jersey, where pastures ordinarily take care of the summer roughage needs of dairy herds, grass has suffered so much from lack of soil moisture that grazing of cattle is no longer possible. Farmers in those parched areas have turned to emergency forage, besides starting to drain their haymows a full two months before the winter feeding program usually begins.

The following statistics show the operations of all the Inter-State Milk Producers' Association field representatives in connection with testing, weighing and general membership work for the month of July, 1936:

Prisoner: "There goes my hat.  
Shall I run after it?"  
Policeman: "And not come back.  
No. You stay here and I'll run after  
the hat."

Practice is better preaching than preaching is.

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The drought overshadows everything else as it did in 1934. What was merely a threat a month or so ago is now grim reality. The devastation has gone on from wheat to potatoes and other food crops and to the feed crops—corn, oats, pastures and ranges. Thousands of acres of new seeding have been killed, the effect of which will not be apparent until next year.

Once more we see the long-drawn effect of drought working itself out through the animal industries. There is not going to be any acute shortage of foodstuffs. Where the farmers and ultimately the whole community are going to feel the pinch is in the reduced supply of pork, beef, chicken, and dairy products. And not so much this season as next.

There is a better supply of hay and roughage than in 1934. But grain is short. The increase that has been going forward in hogs will be checked and possibly reversed. It probably means fewer pigs in 1937 than this year. The cattle industry will be hit much the same way—an increasing tendency reversed and presumably fewer cattle on farms a year hence. The deceptive thing about such liquidation is that for the moment more meat than usual will come to market—but that vast reservoir of animals

representing crops of 2 or 3 years stored on the hoof is being depleted.

Aside from this livestock aftermath, the immediate effects of the drought are most striking in the short wheat crop, short potato crop, reduced supplies and higher prices of milk, butter, fresh vegetables, and fruits. Only the far West has largely escaped the devastation. It, fortunately, has good crops and a good market for them.

Meanwhile, the farmers of the prairies are tightening their belts to get through to next spring as best they can. And farmers throughout much of the territory from the Rockies to the Atlantic must make such shift and retrenchment as will meet the added costs of production and carry their crop and animal units along to a better season.

The wages of farm hired help, averaging the country as a whole, have gone up 20 percent in 2 years, although that is approximately in line with the percentage increase in gross farm income.—*Agricultural Situation, August, 1936.*

The Dairy Council will advertise our milk over WFIL, 560 kilocycles, starting Sunday, September 27, at 6:30 p.m.

have solved printing problems  
for others.

***What are yours?***

The quality of our printing is  
apparent when you get the job.  
The economy is apparent when  
you get the bill.

**INCORPORATED**

**WEST CHESTER, PA.**

Classified advertisements will be carried in the Inter-State Milk Producers' REVIEW at the rate of 5 cents a word, \$1.00 minimum per insertion. Each initial and abbreviation counts as one word. Cash with order.

ELECTRIFIED FENCES SAVE 80%. ONE-WIRE, oldest, cheapest, safest, most effective. Battery or power current. 30 days trial, free information. Write One-Wire Fence Co., B-24, White-water, Wis.

"HOW TO BREAK AND TRAIN HORSES"—  
A book every farmer and horseman should have. It  
is free; no obligation. Simply address Beery School  
of Horsemanship, Dept. 1039, Pleasant Hill, Ohio.

WOOD SILOS. 10x20 as low as \$95.00. Other sizes in proportion. Write us for catalog. MURRAY COMPANY, Honesdale, Pa.

(Continued from page 11)

circles to speak of a soul or spirit. We have gone through a period in which the psychologists have attempted to explain all human action and reaction in terms of biology. But of late even they are acknowledging a something in human behavior which they cannot explain in terms of psychological reaction. From it come kindness and unfortunately unkindness, honesty and dishonesty, love and hate, and a host of things which make for character or the lack of it. It leads us to strive for beauty in color and line, tone and rhythm, word and phrase; it makes us happy or sad, grave or gay. . .

Parents are prone to blame the failures of education upon the school. It has a part in the education of the child but what a small part the school plays, after all. The world in which children live plays an infinitely greater part in what they are to become. The school and the home want children to have healthy bodies, honest minds, trained hands, and a living spirit. What do we owe to our children? To paraphrase John Dewey—what the wisest and best parent owes to his child—that, America owes to all of its children.



(Continued from page 1)

The hearing showed no appreciable opposition to a price increase. Apparently the consuming public looks upon the present price of milk as a bargain which cannot last. They seem to expect such an increase.

Tiedeman emphasized the necessity of maintaining a field force of competent men who can handle individual and group problems.



# BEACON *Feeds*

Only game fish swim up stream.

ISSUED MONTHLY IN THE INTEREST OF THE DAIRY FARMER BY THE INTER-STATE

West Chester, Pa., and Phil.



Possessing that foundation—firmly cemented together—the Cooperative can then build a strong structure—a structure that will serve its members at all times—protect them as needed.

(Please turn to page 4



# New Cooperative Starts Work

## Marketing Agreements Being Accepted

ON OCTOBER 1 about 5500 letters were sent to milk producers supplying the Philadelphia, Wilmington, and Trenton markets, notifying them that their marketing agreements with the Inter-State Milk Producers' Cooperative had been accepted. Additional agreements will be accepted as the work progresses and sign-up work advances. The agreements of producers supplying other secondary markets will be approved as arrangements can be made and conditions warrant.

With the approval of these agreements, the producers who sign them are guaranteed a market for their milk and they are also guaranteed payment for that milk, on condition, of course, that the milk meets the sanitary standards of the market where sold.

Under this marketing agreement the Cooperative assumes the responsibility of selling the milk and for that reason, a member must make arrangements with the management of the Cooperative before he may change the dealer to whom he ships his milk.

Setting up the Cooperative and starting it functioning involves a tremendous amount of work. Every producer's marketing agreement must be checked for correctness, and those who have assigned their membership in the Inter-State Milk Producers' Association to the Cooperative require additional checking. Also local lists must be prepared because every member must be assigned to the local most convenient to his home. A separate classification according to the dealer to whom each member sells his milk is also required and these lists must be kept up to date constantly.

The acceptance of the contract was made by letter and as soon as the necessary clerical work can be done, a duplicate copy of each agreement bearing the signature of the Cooperative president and secretary will be sent to each member signing it, together with a membership certificate and a copy of the By-laws.

Local meetings must be planned in every local sometime before November 10. Every district must hold its meeting not later than November 11 at which delegates elected by the locals will vote for directors.

At these local meetings, the members of the Cooperative will elect officers of the local and elect delegates who will conduct the official

business of the districts and the Cooperative at its annual meeting. It is especially important that all members of the Cooperative attend these local meetings, become acquainted with the procedure and do their part in selecting capable delegates. All producers will be welcome at these meetings, but voting must be confined to Cooperative members only.

The Board of Directors at its meeting on September 25 approved a tentative set-up which includes 22 districts. Each of these districts will elect a director and should any other area sign up enough members so as to qualify for a district, provisions were made to permit them to elect a director this year also. The election of directors will take place at the district meetings and the voting will be done by delegates.

**Tune In—WFIL**  
**STARS of the MILKY WAY**  
Sponsored by the DAIRY COUNCIL  
Sunday Evenings 6.30 to 7.00  
Set Your Dial at 560 Kilocycles

## Price Rise Announced

### Control Board Issues New Order

AFTER DAYS and weeks of impatient waiting, producers are going to get an increase in their Class I milk price. This was announced by the Pennsylvania Milk Control Board which issued a new order (No. 28) on October 5, to be effective October 11. This order raises the price of Class I milk from \$2.50 to \$2.88 per hundred pounds, f.o.b. dealer's plant in Philadelphia. The price had been reduced from \$2.60 to \$2.50 on January 16.

The rise was expected to be effective on October 1 but delays discussed on other pages are believed to have prevented this. In the meantime the REVIEW has been held up day by day since October 1, with the expectation that one more day would permit including this important announcement.

Receiving station prices under the new order will represent an average increase of approximately 37 cents over Order 24. This schedule, as it

Many districts are considering plan to have the delegates nominate candidates for director and then refer these names to the entire membership of the district for their choice, it being understood that the delegates will abide by the desire of the majority of members.

As the present board of directors of the Cooperative are in office only until the first annual meeting of the Cooperative, at which time their resignations are effective, every district will be required to elect a director this year. Eight of these directors will be elected for three years, seven for two years and seven for one year. Hereafter the group elected each year will be elected for a full three-year term.

The annual meeting of the Cooperative is open to all members and other producers will be welcome also. However, in order to give every part of the milk shed an approximately equal vote, the voting power will be in the hands of the delegates from each district. No other member, not even the directors, will be able to vote at the meeting unless they are elected as delegates from their own locals.

applies to receiving station prices, is believed to be on a more economic and justifiable basis than any previous order.

The classifications have been greatly simplified, there being three which apply to fluid milk marketed with milk for both fluid cream and ice cream now in one class.

The price of 100 pounds of 3.5% milk sold in Class II has been set at 3½ times the New York price of 9¢ score butter, plus 20% of the amount and plus 35 cents, f.o.b. dealer's city plant. Prices at receiving stations are from 3 to 7 cents less, depending on distance from market. The price of Class II milk is 3½ times butter, plus 20% of that amount.

Grade A milk will continue to be based on Grade B prices, plus the bonuses for butterfat and low bacteria counts which have previously prevailed.

This order raises the price to consumers by one cent a quart of

## The Job Ahead

**The Board of Directors at their last meeting decided to start the new Cooperative as soon as the tremendous amount of work involved could be done. We started to accept new contracts on October first and will be doing so throughout the entire month. On or before November first, we will furnish our buyers with a list of members in the new Cooperative.**

**I hope that our members in the Cooperative are not going to expect the impossible. Remember that we have laid a foundation only, and that many thousand more members will have to be secured before the Cooperative will have the influence that can be expected.**

**The problems of as large a milk industry as we have in the Philadelphia milk shed seem insurmountable at times but only with a strong organization can these problems be overcome. Just the past week the Mayor of Philadelphia took it upon himself to take part in the milk situation and temporarily, at least, tied up the new Milk Control Board order that was ready to be issued. Almost every individual, group or institution that has a public interest seems to think off hand that there is something**

wrong with the way milk is being produced and distributed. A great deal of educational work is necessary to acquaint the public with the major problems confronted by the industry. If we are ever going to get the confidence of the consuming public we must be sure that they are being treated fairly and that they understand at least the more important of these problems.

**We, as producers, have charge of producing man's best food. With an organization such as we should have, and which we are now building, we can have tremendous influence in again bringing about a better understanding between consumers and our industry. It behooves every producer of milk in the Philadelphia milk shed to get behind this new Cooperative, not with the idea of controlling the milk situation with strikes or dark threats but with the purpose of creating a better understanding among all concerned.**

*E. J. Autubach*

milk sold in quart bottles but with no increase on pints and half-pints. Wholesale prices have been advanced one cent a quart in most cases but there is no increase on certain types of sales to schools, hospitals, and city institutions. In addition, families on relief will get their milk for 10 cents a quart as compared to the regular 12-cent delivered and 11-cent store prices.

These items, taken together, will cut the dealer's return to an estimated 33 cents per hundred pounds of milk whereas the price he pays for Class I milk is increased 38 cents.

This delay has been aggravating but the control board was faced with many difficulties. Numerous groups, both within and without the dairy industry, were insistent upon being heard. It is unfortunate that such bickering was forced upon the board as it meant that the farmers were losing dollars while discussions over pennies were taking place. Had the order gone into effect on October 1, as planned, producers supplying metropolitan Philadelphia would have found another \$80,000 on their checks for October milk.

As this order goes into operation and its effects upon all phases of the industry are observed, it may be found necessary to modify the order here and there. It is hoped that in any case where an injustice is worked the interested parties will take up

their cases with the control board in a sincere effort to bring about prompt and peaceable amendments to the order.

### Redistricting The Cooperative

The Pennsylvania laws covering cooperatives require that the district represented by each director be of approximately equal size. For that reason the territory covered by the Inter-State Milk Producers' Cooperative is being divided into 22 districts, instead of 27 as in the old Association. Two are discontinued, one divided, and eight others combined into four.

In order that the membership may know the status of their respective districts we are giving the "letter" of each district and the name of the director now representing it. We wish to emphasize again that each of these directors has signed his resignation and an open election will be held this fall in each of the 22 districts.

The following districts with their respective locals will remain as now established: A, represented by H. D. Allebach; D, by S. K. Andrews; G, by Ira J. Book; L, by E. M. Crowl; M, by E. H. Donovan; E, by J. W. Keith; S, by Oliver C. Landis; Y, by A. R. Marvel; H, by Wm. G. Mendenhall; K, by John S. Reisler; N, by H. B. Stewart;

U, by J. C. Sutton; EE, by S. U. Troutman; W, by R. I. Tussey; and Z, by A. B. Waddington.

District BB, represented by B. H. Welty, will have the Fulton County local transferred to it from district EE and will be divided to make two districts, each with a director. The Chambersburg, Mercersburg, Path Valley and Fulton County locals will constitute district FF.

District C, represented by J. H. Bennet, and district O, represented by Chester Gross, are being discontinued until the Cooperative becomes active in those areas.

Districts F and T, represented by Fred W. Bleiler and Albert Sarig, are being combined into one district. Districts B and DD, represented by C. H. Joyce and Frederick Shangle, will constitute another district. Districts AA and B, represented by Ivo V. Otto and M. L. Stitt, are also being combined. Districts P and CC, represented by Howard W. Wickersham and F. P. Willits, are being combined, with the Coatesville-Pomeroy local transferred from district P to district H.

As these combined districts of the Cooperative grow it may become necessary to again divide them, thus restoring approximately the original districts. It is necessary, however, to keep the number of districts at 27 or less.

Put off until tomorrow what shouldn't be done at all.



## INTER-STATE MILK PRODUCERS REVIEW

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the Act of March 3, 1879.

### Cementing the Cooperative

(Continued from page 1)

There is a joint responsibility in keeping the foundation firm. Each member must know the facts about his organization and the directors of the organization must see that the facts are presented to the members frankly and freely. The directors, in fulfilling their duties, are expected to keep in close touch with the management so they may show wisdom in determining policies for the management to follow, for the management is under their direction.

In addition, the directors, field representatives and all other employees are charged with the obligation of keeping themselves fully informed and, in turn, giving this information to the members at every opportunity.

The Inter-State Milk Producers' Cooperative, which now starts functioning, has made a good start in getting information to its members. Producers as a whole have a good understanding of its structure. It is the avowed aim of the directors, officers, and employees to continue getting the facts—the cement of understanding—to all members.

### Watch the "Review"

The October, November, and December issues of the REVIEW will be important to every milk producer in the Philadelphia milk shed, doubly important to every member of the Inter-State Milk Producers' Cooperative.

Vital information about the new Cooperative will be in every one of those issues, especially information about how directors and delegates are elected and the parts they must take to make the new organization a success. Careful reading of these issues will give every member a

better understanding of what the Cooperative can do, what it will undertake during its first few months and, especially, what the members can do as individuals to make the organization stronger and more effective in advancing their best interests.

Read each of the next few issues carefully—then keep on reading the REVIEW for it is our firm intention to make the REVIEW a more valuable publication than ever before.

It will be the means of giving vital and important information to all members every month. Every effort will be made to have all articles 100 percent accurate and to interpret all information correctly and so it will be understood readily by all readers.

We want your help. If our columns should get "high brow" or our economics become "too heavy for you to digest" tell us so.

But—read the REVIEW, study it too. It is YOUR paper.

Hear the DAIRY COUNCIL  
Radio Program Sunday Evenings  
**STARS of the MILKY WAY**  
Station WFIL, 560 Kilocycles  
Every Sunday at 6.30 P. M.

### Control Board on the Job

The Pennsylvania Milk Control Board is to be congratulated on its hard work in getting a price increase for producers. Appointed on August 20, the members immediately got busy, called and held eight hearings in various parts of the state, collected facts and information and, in spite of red tape and the need for careful legal wording, prepared an order that was ready in time to be effective on October 1.

A complication then arose when Mayor Wilson of Philadelphia insisted that further consideration be given the price of milk to persons on relief and to city institutions. This crisis was met and a plan worked out with the Mayor which assured producers of an increase as planned and which would not increase the costs to persons on relief, nor to city hospitals.

Assurance has also been given by the control board, through its chairman, H. G. Eisaman, that as any new problem arises the board members will give it their prompt attention, that as conditions change the orders will be changed to meet them. The fact must be faced that this might apply to price adjustments downward as well as upward, that various rates and charges may have to be adjusted so as to correct injustices that may crop out as the effects of the order are observed.

### Milk in "March of Time"

The September issue of the news film, March of Time, carried as one of its four subjects of current interest a dramatized moving picture of the milk business. It stressed especially the advancement made in the production and handling of milk, how this progress has made it a healthful and safe food and the milk industry one of the nation's biggest industries.

Almost at the same time Pathe News came out with another news-reel which featured milk.

Both these pictures showed the constructive side of the industry, the side which will help build up confidence in the minds of the consuming public.

A few weeks ago the Literary Digest devoted almost a full page to milk as a tooth builder, reviewing in some detail the results of extensive scientific tests which show that milk, if used liberally, will go far in building strong teeth in growing children and will stop tooth decay among adults.

The radio, too, is being used to tell the story of milk. The Dairy Council goes on the air at 6:30 every Sunday night over several stations of the Mutual Broadcasting System, including WFIL in Philadelphia, to promote the use of milk generally. Another program, saying a good word for milk generally and their own in particular, is put on several evenings each week at 7:45 over station KYW, by one of the larger Philadelphia dairy companies.

All this is a wholesome situation. The dairy business deserves constructive work of this kind, work which will develop a confidence in milk and in the people producing and distributing milk. With such confidence we can look forward to a gradual increase in the use of milk which will reflect directly in the prosperity of producers. How much better this is than the general "damnation" which, only two or three years ago, was heaped on almost everyone connected with milk—all of which had a negative effect on milk consumption.

Furthermore, every help given milk in pictures and over the air will build up the effectiveness of the sound work being done by the Dairy Council and similar agencies which are responsible for promoting the use of milk among school children and adult groups.

Visitor: "And what's the building over there?"

A Sophomore: "Oh, that's the greenhouse."

Visitor: "I didn't know that the freshmen had a dormitory all to themselves."

October, 1936

Annual Meeting  
of the  
**Inter-State  
Milk Producers'  
Cooperative**  
NOVEMBER 18-19  
at  
**Philadelphian Hotel**  
Watch for Complete Details  
in the  
November Review  
**Plan to Attend**

### Guest Editorial

*The following article, borrowed from the Milwaukee Milk Producer, contains food for thought. The milk industry would need to become pretty sick before many straight-thinking producers would consent to medicine of the kind described here.*

Every little while the question of amalgamation, fusing the interests of Farmer and Labor in one unit comes up in this territory, and while I scarcely believe there are any farmers in the milk shed who believe such a union would be to their benefit, yet it may be worthwhile to refresh your memory as to what it has cost you in the past to have such a theory practically applied.

Do you remember sometime back when two separate organizations came into this market to sell milk on a farmer-cooperative union labor basis? And do you remember how quickly union labor took up this idea and worked it to a finish with the consumer? Farmer-owned, farmer-labor controlled. Do you remember how much money the farmer got for his milk?

In some cases worthless stock, in some cases nothing at all; but labor got their wages every Saturday night in cash. Did labor every say, "Now we will take the stock to pay our grocery bills and rent with, and you take the cash, my good farmer friend." Not once, for Utopia is not here yet. Theoretically farmer-labor controlled, but who really controlled every time? Labor.

When the dairy labor strikes were on although labor had you beat on income by nearly double did they say to you, "Let's be fair, we have

more than you now, your purchasing power must be built up to make true prosperity?" You know what their representatives said, "Whether the industry is in the red or the black, whether the entire industry falls or not these are our demands and they must be met." If you had not been so well organized they would have succeeded in full measure also.

Never once have farmers said labor should not have a fair wage but many times labor has seen to it farmers did not get a fair return.

Remember these things when you are asked to go into any combination of farmer and labor politically or otherwise, for no matter what the theory may be, from a practical standpoint you must be the loser.

### Honor Roll of 100 Percenters

A place of honor is due the farmers supplying any receiving station or who are on any truck route which sign up 100 percent of all their producers in the Inter-State Milk Producers' Cooperative.

Number one on the receiving station list is Princess Anne, Maryland, with 57 shippers, all signed up in the Cooperative. Hats off to these 57 producers and to Clayton Reynolds, field representative, and the local leaders who helped put it over.

Number one on truck routes is the Steinsville, Pennsylvania, route with nine producers all signed up. Hats off to them, too, and to Henry Kinsey, field representative, who was instrumental in obtaining their memberships.

### Trouble at New York

A tense situation exists in New York City's milk mix-up. Following a 25c increase on August 15 and another increase of 17c on September 6, the majority of dealers raised the retail price 1c a quart. At this stage New York's Mayor La Guardia enlisted the help of several small dealers in selling milk at stores and "health stations" at lower prices.

It has been charged that the milk sold at these places is of a lower quality than that previously supplied them, also that most of it is bought at less than control board prices, much of it from Pennsylvania with no price control because the milk crosses state lines.

Just how long 8-cent milk can be sold under such conditions is a guess but it seems that when pastures fail and production drops it will be impossible to get enough milk at such dirt-cheap prices to enable this game to continue.

### Directors Hold Meeting

The Board of Directors of the Inter-State Milk Producers' Association met on Friday morning, September 25. After disposal of routine matters, the subject of transferring the activities from the Association to the newly organized Inter-State Milk Producers' Cooperative was discussed and tentative plans developed. Details were left for settlement by the Executive Committee and the officers.

The Board adjourned and reconvened as the Board of Directors of the Inter-State Milk Producers' Cooperative. Plans and policies for the acceptance of producer's marketing agreements in the Cooperative were discussed and approval given the acceptance of these marketing agreements as discussed on another page of this issue of the REVIEW.

Asked what he understood by "foreign entanglements", a school-boy wrote "spaghetti".

### Inter-State Milk Producers' Ass'n

Incorporated  
401 N. Broad St.  
Philadelphia, Pa.

Representing over 21,000 Dairy Farmers  
in the Philadelphia Milk Shed

#### OFFICERS

B. H. Welty, President  
A. R. Marvel, Vice-President  
I. Ralph Zollers, Executive Secretary  
F. M. Twining, Treasurer  
H. E. Jamison, Assistant Secretary  
E. P. Willis, Assistant Treasurer  
A. H. Lauterbach, General Manager

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Chester H. Gross, Manchester, R. 1, York Co., Pa.  
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M. L. Stitt, Port Royal, Juniata Co., Pa.  
John Carvel Sutton, Kennelville, Kent Co., Md.  
S. U. Troutman, Bedford, R. 2, Bedford Co., Pa.  
R. I. Tussey, Hollidaysburg, R. 3, Blair Co., Pa.  
Asher B. Waddington, Woodstown, Salem Co., N. J.  
B. H. Welty, Waynesboro, Franklin Co., Pa.  
Howard W. Wickersham, Kelton, Chester Co., Pa.  
E. P. Willis, Ward, Delaware Co., Pa.  
\*Members of Executive Committee.  
\*Honorary Member Executive Committee.

**Field Representatives**  
F. M. Twining, Newtown, Pa., Director  
E. P. Bechtel, Trappe, Pa.  
C. E. Cowan, Lancaster, Pa.  
E. C. Dunning, Chambersburg, Pa.  
Floyd R. Ealy, Broomall, Pa.  
O. S. Havens, Williamsburg, Pa.  
H. D. Kinsey, Quakertown, Pa.  
J. T. Plummer, Saloni, N. J.  
C. Reynolds, Denton, Md.  
D. W. Winter, Philadelphia, Pa.





Rural leaders from all parts of Pennsylvania and representing numerous types of farm groups assembled at Newton-Hamilton, August 24-28, for the first state Country Life Association meeting. Article on page 8.

## Did You Know?

THAT your Dairy Council (the Philadelphia Inter-State Dairy Council) is carrying the story of milk to approximately one thousand (1,000) separate schools?

THAT your Dairy Council distributes approximately four thousand (4,000) pieces of printed material on every working day?

THAT more than six hundred (600) school teachers voluntarily visit your Dairy Council office each year? (They come for information and teaching material on the subject of milk.)

THAT your Dairy Council is carrying the story of your product to an average of sixteen (16) audiences on every working day throughout the entire year? (This includes not only schools, but clinics, clubs, moving picture theatres, churches, etc.)

THAT your Dairy Council personally reaches more than thirty-three thousand (33,000) men, women, and children each month?

THAT the Dairy Council carries the story of milk to the employees of one hundred and thirteen (113) different factories and department stores that are located within its territory.

### Other Dairy Council Facts

The Dairy Council's big job is to increase the demand for milk by educating consumers of its food and health value. They concentrate their attention on schools in order to keep the young folks interested in milk, hoping that they will continue to be liberal users of milk throughout their lives. The Dairy Council also works with many other groups.

During the week of September 28 to October 2, the Dairy Council fulfilled thirty-one engagements in schools ranging from the lower grades to high schools. They gave four demonstrations and lectures at health centers and six meetings with other groups, such as, mothers'

council, home and school association, Rotary clubs and so forth. (As schools have just recently opened, full schedule of work in schools is not yet in effect.)

This year for the first time, the Pennsylvania State College called in outside people to meet with the freshmen class and start the students on their college careers. Two Dairy Council staff workers spent a week meeting and counselling with the freshmen girls at the college.

The Dairy Council announces that the Esco Cabinet Company has

donated a milk cooling cabinet and the Merchant and Evans Company has donated a compressor, thus making a complete milk cooling unit for installation in the milk house being built in connection with the dairy barn at the Philadelphia Zoological Garden.

The Dairy Council has been invited to install and operate a health food counter at the Franklin Institute and Museum, which is visited by 1,200,000 persons annually. This lunchroom will bring to the attention of these visitors the importance of milk and other dairy products in the diet by serving, at cost, a wide variety of high quality dairy dishes.

"Stars of the Milky Way" is the title of the Dairy Council radio program which opened on Sunday evening, September 27. This program features one of the leading orchestras of the United States and also includes stars of the opera and music halls. A brief but clever, interesting skit is included which emphasizes an outstanding reason why liberal amounts of milk should be included in the diet. This program can be heard at 6:30 every Sunday evening over station WFIL, 560 kilocycles.

### Classification Percentages—August, 1936

Name of Company	PENNSYLVANIA					"A" Bonus
	Class I	Class II	Class IIB	Class IIC	Class IIB IIC	
Supplee-Wills-Jones	68	10	22	—	—	48% of Production
Abbotts	75.22	2	22.73	.05	—	66.4% of Class I
Scott-Powell	57	14	27	—	2	54% of Production
Harbison	75	21	—	—	4	63% of Production
Baldwin	84	16	—	—	—	80% of Production
Breuninger	86	9	—	—	5	57% of Production
Delchester	60	20	20	—	—	—
Martin Century	90	10	—	—	—	75% of Production
Wawa	83	17	—	—	—	—
Gross	77	23	—	—	—	—

Name of Company	MARYLAND AND DELAWARE				"A" Bonus
	Class I	Class II	Class IIB	Class III	
Supplee-Wills-Jones	68	32	—	—	—
Abbotts	75.22	2	22.78	—	—
Scott-Powell	57	41	—	2	—
Harbison	75	21	—	4	—
Clover	71	29	—	—	—
Fraims	73	27	—	—	51% of Production

Name of Company	NEW JERSEY				"A" Bonus
	Norm	Cream	Excess	Balance	
Supplee-Wills-Jones	100	—	Balance	100% of norm	—
Abbotts	100	4	Balance	—	—
Scott-Powell	100	—	Balance	39.5% of norm	—
Harbison	75	21	4	—	—
Castanea	A-73	27% of Norm	7% of Excess	Balance	—
	B-88	12% of Norm	7% of Excess	Balance	—
Suburban	A-72.25	27.75	—	—	—
(Audubon)	B-85.00	15.00	—	—	—

## Milk Prices—August, 1936

Weighted Average Prices Paid by Dealers for 3.5% Grade B Milk	Dealer	Delivery Point	Mile Zone	Average Price
Supplee-Wills-Jones	Bedford, Pa.	261-270	\$1.85	
Harbisons	Brandtsville, Pa.	121-130	2.00	
Harbisons	Byers, Pa.	31-40	2.10	
Harbisons	Carlisle, Pa.	131-140	1.99	
Harbisons	Centerville, Md.	91-100	1.94	
Supplee-Wills-Jones	Chambersburg, Pa.	151-160	1.92	
Supplee-Wills-Jones	Chestertown, Md.	81-90	1.90	
Scott-Powell	Clayton, Del.	61-70	1.88	
Abbotts	Coudersport, Pa.	331-340	1.92	
Abbotts	Curryville, Pa.	251-260	1.95	
Scott-Powell	Dagsboro, Del.	131-140	1.84	
Supplee-Wills-Jones	Duncannon, Pa.	121-130	1.95	
Abbotts	Easton, Md.	101-110	1.97	
Harbisons	Frenchtown, N. J.	61-70	1.99	
Abbotts	Goshen, Pa.	61-70	2.09	
Supplee-Wills-Jones	Hagerstown, Md.	181-190	1.85	
Supplee-Wills-Jones	Harrington, Del.	91-100	1.90	
Supplee-Wills-Jones	Huntingdon, Pa.	201-210	1.89	
Harbisons	Hurlock, Md.	121-130	1.93	
Abbotts	Kelton, Pa.	41-50	2.10	
Abbotts	Kempton, Pa.	81-90	2.07	
Supplee-Wills-Jones	Kennedyville, Md.	71-80	1.90	
Harbisons	Kimberton, Pa.	31-40	2.10	
Martin Century	Lansdale, Pa.	—	2.19	
Supplee-Wills-Jones	Leaman Place, Pa.	51-60	1.85	
Supplee-Wills-Jones	Lewistown, Pa.	161-170	1.92	
Scott-Powell	Longsdorf, Pa.	141-150	1.93	
Sypherd Dairies	Lyndell, Pa.	31-40	2.08	
Harbisons	Massey, Md.	61-70	1.94	
Supplee-Wills-Jones	Mercersburg, Pa.	181-190	1.92	
Harbisons	Millville, Pa.	151-160	1.98	
Supplee-Wills-Jones	Moorefield, W. Va.	291-300	1.78	
Supplee-Wills-Jones	Mt. Pleasant, Del.	41-50	1.93	
Supplee-Wills-Jones	Nassau, Del.	121-130	1.88	
Scott-Powell	New Holland, Pa.	61-70	2.00	
Abbotts	Oxford, Pa.	41-50	2.10	
Abbotts	Philadelphia, Pa.	—	2.31	
Baldwin Dairies	Philadelphia, Pa.	—	2.39	
Breuninger Dairies	Philadelphia, Pa.	—	2.38	
Gross, Chas.	Philadelphia, Pa.	—	2.34	
Scott-Powell	Philadelphia, Pa.	—	2.17	
Supplee-Wills-Jones	Philadelphia, Pa.	—	2.26	
Abbotts	Port Allegany, Pa.	321-330	1.93	
Scott-Powell	Pottstown, Pa.	41-50	2.01	
Supplee-Wills-Jones	Princess Anne, Md.	131-140	1.86	
Abbotts	Providence, Md.	41-50	2.01	
Supplee-Wills-Jones	Red Hill, Pa.	41-50	2.03	
Breuninger Dairies	Richlandtown, Pa.	41-50	2.14	
Harbisons	Ringoes, N. J.	51-60	1.99	
Supplee-Wills-Jones	Ronks, Pa.	61-70	2.03	
Harbisons	Rushland, Pa.	21-30	2.11	
Scott-Powell	Snow Hill, Md.	161-170	1.82	
Abbotts	Spring Creek, Pa.	401-410	1.90	
Harbisons	Sudlersville, Md.	71-80	1.94	
Supplee-Wills-Jones	Townsend, Del.	51-60	1.91	
Wawa Dairies	Wawa, Pa.	—	2.17	
Supplee-Wills-Jones	Waynesboro, Pa.	171-180	1.92	
Clover Dairies	Wilmington, Del.	—	2.19	
Fraims Dairies	Wilmington, Del.	—	2.20	
Supplee-Wills-Jones	Zieglerville, Pa.	31-40	2.03	

### Pennsylvania Price Schedules

Prices per 100 pounds of milk of 3.5% butterfat content for August and September, as established according to Pennsylvania Milk Control Board Order 24, as amended, and Order 25 are:

Class	Aug. Prices	Sept. Prices
I (fluid milk) f.o.b. Phila.	\$2.50	\$2.50
I f.o.b. secondary markets	2.38	2.38
I state-wide & rural areas	2.19	2.19
IA (for fluid cream) f.o.b.	1.80	1.80
II (for ice-cream)	1.74	1.72
IIA (for chocolate, etc.)	*1.74	*1.72
IIB (evaporated milk, etc.)	1.73	1.71
IIC (for butter)	†1.44	†1.42
III (American Cheese)—special formula		
* Plus or minus certain differentials.		
† Class IIC price is amount of butterfat times price of 92-score New York butter, plus 20¢ per 100 pounds of milk.		
Butterfat differentials on Classes I, IA, II, IIA, and IIB are 4 cents a point up or down from 3.5%.		
Average September butter price was 34.98¢		

### Prices at Receiving Stations in Philadelphia Marketing Area

Mile Zone	Class I	Class IA
0 to 20	\$2.50	\$1.80
21 to 30	2.24	1.77
31 to 40	2.23	1.77
41 to 50	2.22	1.77
51 to 60	2.21	1.77
61 to 70	2.20	1.77
71 to 80	2.19	1.76
81 to 90	2.18	1.76
91 to 100	2.17	1.76
101 to 110	2.14	1.76
121 to 130	2.10	1.76
131 to 140	2.09	1.76
141 to 150	2.08	1.76
151 to 160	2.07	1.76
161 to 170	2.07	1.75
171 to 180	2.06	1.75
181 to 190	2.06	1.75
201 to 210	2.05	1.75
251 to 260	2.02	1.75
261 to 270	2.02	1.74
291 to 300	2.00	1.74
321 to 330	1.99	1.74
331 to 340	1.98	1.74
401 to 410	1.95	1.73

### Prices Paid Producers On Other Markets

Class I price 3.5% milk for September, weighted average price for July (J) or August (A). All prices f. o. b. city market except as indicated.

Market	Class I Price	Retail Price	Weighted Average Price
Philadelphia	\$2.50	11	?
Pittsburgh	2.65	12	\$2.01 J
Camden	*2.79	13	?
Hartford	3.347	14	2.74
Providence	3.20	13	2.89 A
Boston	†2.81	12	†1.98 A
Baltimore	†2.38	12	?
Washington	†2.78	13	†2.484 J
Wheeling	2.475	12	1.72 J
Columbus	2.22	11	2.01 A
Akron	2.30	11	1.857 J
Detroit	2.48	12	1.99 J
Milwaukee	2.80	12	2.08 A
Minneapolis	2.20	11	?
Cedar Rapids	2.10	11	?
St. Louis	2.40	11-13	2.06 J
Kansas City, Mo.	2.58	13	2.18 A
Seattle	1.985	11	*1.645 A

\* Price applies f. o. b. producer's farm.  
† Price applies in 191-200 mile zone.  
‡ Price includes fluid milk and all cream.



# The Cooperative Community

ELIZABETH MCG. GRAHAM, Editor

## Starting The Winter Parties

HANNAH McK. LYONS, M.D.

Last week when it was summer still,  
We had a picnic on our hill.



The thrill of its enjoyment is a happy memory! But we have been so busy with autumn doings—getting off with a good start to school, a good start toward getting farm and house ready for the cold days that no thought of another picnic was welcome. But now—October and the leaf-falling moon gives thoughts of Hallowe'en, and immediately we want a gay time with friends.

How interesting these feasts handed down to us from the days of tradition. Spending an hour trying to understand better those long ago days, we learn that this is one of the few nights set aside for revelry and fun. So no wonder we want to laugh and giggle at the queer witches, the black cats, the broomsticks and riders, the Jack-o-Lanterns, the dark walks—to say nothing of the spooks and goblins that may step in ones path at any turn.

So we are quite ready to send off invitations which may read like this:

When brooms and witches fill the air,  
And ghosts and goblins vie with sprites,  
To frighten, terrorize and scare  
By making sounds and dimming lights—  
That's when I wish to entertain.  
The night we know as Hallowe'en.  
So come you all, I'm very keen.

At \_\_\_\_\_  
Name \_\_\_\_\_

Here is the opportunity to set the fashion for simple, plain, but merry parties that cost but little and are a joy to everyone, even the hostess. The Dairy Council was asked about entertainment and Hallowe'en schemes. If you need to earn some money in your community this is fun, or a part of it if it is for a homey good time.

If you are anxious to give a new slant to each thing done you might begin with the invitation above. Instead of writing the words—"brooms", "bats", etc., fill in with small pictures, using ink sketches keeping all black. Decorations: crepe paper, nimble fingers and a

(Please turn to page 9)

## We Are Concerned With A Conservation of Rural Living

By A. D. Dunning

IT SEEMS to me that I can thus pass on to our readers the entire philosophy of the Pennsylvania Country Life Conference which was held at Newton Hamilton during the week of August 24th.

I have not experienced for a long time, if ever, such a feeling of satisfaction that all is well in the field of Rural Community Building.

While it is true that in the social planning of the last twenty years our rural folk have been pretty much forgotten—perhaps it is better so. Certainly it is better for a village or for a community to have maintained its individuality, than to have thrust upon it a pattern in no way adapted to its needs. A plan or a pattern for rural community building would have little in common with a plan or a pattern for the building of an urban community. To one who is not familiar with the fundamentals of rural thinking, and the economics of rural living, the making of a pattern for the building of a rural community is not possible. Therefore, I say that perhaps it is better that rural folks have been forgotten in the planning of the past, because not many of those interested in social planning and in community building have been familiar enough with the groundwork to have accomplished much in the way of material advantages, nor to have gained the confidence of rural folk. And I must add right here that whatever is attempted, confidence must be the Cornerstone on which we build. Even now we find some persons and some organizations who would rid our rural folk of their finest heritage, and substitute in its place a false front, built over a pattern that does not ring true. Restore our rural life, and improve it, but do not take from it the simplicity on which its aristocracy is built.

Country life and the rural family need

have no fear of losing its identity nor its individuality so long as the intelligence and the understanding of those interested in it maintain the high degree of "awareness of its needs" and "willingness to serve" that were everywhere in evidence during this conference. The continuing thought was to weave each strand of human activity, whether religious, educational, civic, economic or recreational, into a Cooperative Community that would yield to each youth and each adult and each family the closest approach to that of which it is capable.

To do this it is not necessary to tear out all of the old nor to bring in all of the new. It is not necessary to go to the towns nor to bring those things which are a part of the towns to the rural community.

The recipe for rural building, as conceived by the First Country Life Conference of Pennsylvania, is to develop an appreciation on the part of rural folk of its privileges and its responsibilities, and a willingness on the part of all organized groups to cooperate in developing a civic consciousness and a religious tolerance, an economic evaluation based on the old fashioned principle of making the most of the means at hand; a recreational program devoted to the broadening and uniting of family life and family understanding, and an educational vision that will weld all of these into a happy, wholesome and cultural aristocracy not only of rural life but of all life.

## ANNUAL MEETING

November 18th and 19th, 1936

"Women's Part in the Cooperative"

WOMEN'S SESSION

Wednesday Morning, 10 A.M.

PHILADELPHIAN HOTEL

PLAN TO ATTEND

"Beauty is all about us every day everywhere, if we have the eye to see it and the mind to recognize it and enjoy it. We have it in all the great outdoors; we can see it in the flush of a blue jay's wing, in the shapes of the clouds as they float endlessly on in the glorious sky. We can see it in the lines of the meandering stream and in the curves of far distant hills."

—ELIZABETH W. ROBERTSON,  
in "Recreation."

## AMONG NEIGHBORS

Federated Women's Institutes of Canada through its Agricultural Committee promotes Young Farmers' Clubs and engages in adult educational work to combat maternal and infant mortality.

One of the most outstanding activities in which all women are interested is the promotion of the cause of world peace. As an example of the friendship and good will existing between Canada and the United States, the F. W. I. C. are taking a prominent part in developing and beautifying the International Peace Garden situated on the boundary line between Canada and the United States. The women have contributed a considerable sum of money for the planting of the "Institute Peace Acre" and provision is being made for its upkeep by an annual donation of money from the various provinces.

Some of the Federation of Women's Institutes in England organize many activities and arrange them in rotation, one year a "Market Fair", another year "Music Festival", and another year "Drama Festival".

All Estonian housewives are proud that their work has been acknowledged by the Government as a profession and are looking forward to improvement in position of women and in betterment of homes through the work of the Chamber of Homemakers.

One-third of Denmark's three and a half million inhabitants earn their living by farming. The economic information given to the farmers through their Farmers' Association has been of the utmost importance during the last two generations.

Close cooperation is found within all the different groups of the Farmers' Association; and both the farmer and his wife work on an equal footing, and thus carry out their motto: "By united effort."

Danish Countrywomen's Associations, by conducting evening classes for country girls, have helped to check their migration to towns seeking work.

Scottish Women's Rural Institute magazine, "Scottish Home and Country" has been collecting old "Doorstep Designs", and many interesting old designs have been reproduced. Interest in music and drama is well maintained; festivals are held and the general standard of work has been improving.

In Victoria, Australia, the use of local material in the teaching of home crafts, especially in basketry, chairseating, rug making, gloving and mattress and quilt making; the onion weed, a curse to all farmers, makes delightful baskets; native bulrush is used for chairseating; bush trees and shrubs yield many dyes employed by spinners, etc.



## Starting the Winter Parties

(Continued from page 8)

little ingenuity will transform even the most modern living room and kitchen into a spook's den or a Goblin's Kitchen. Corn stalks, bats and pumpkin heads with peering eyes of red Christmas tree bulbs give the desired effect.

For one party a spacious farm house has been selected for the scene, with a genial host and hostess who entered into the spirit of the occasion. When we arrived the entire house was dark except the entrance to the cellar, which was lighted, and a boy with a comical false face directed everyone to enter via the cellar steps. Here they were met by two ghostly figures in white who escorted them through the large cellar lit only by grinning Jack-O-Lanterns. Everyone was glad of a little help, for the path proved treacherous as the floor seemed to quiver and shake under their feet (an old bed spring covered with corn stalks) and grotesque figures (straw men wearing false faces) leered at one from the corners.

With screams and giggles the steps were reached leading upward where another spectre extended a cold clammy hand in greeting. (This was an old wet kid glove filled with ice and fastened to the end of a stick.) Arriving at the first floor, where only dim lights shone, we were further silently beckoned on to the upstairs to remove our wraps. All this time weird sounds of music filled the house from cellar to attic (produced by a phonograph playing cracked records). Guests had come in costumes and masked, and the effect was creepy feelings and tense nerves.

But after all were there, the lights were turned on and all in costume joined in a grand march. Prizes

were given for the most hideous as well as best costumes. The lights revealed the rooms tastefully decorated in bittersweet and Autumn leaves.

The games began: all the old ones bobbing for apples, hunt the pumpkin (played as hunting the thimble with cardboard pumpkins) and fortune telling.

The supper was appropriate with scalloped potatoes, sandwiches, a delicious fruit salad, pickles, coffee, milk and doughnuts.

## Mistake

"Since we've moved to the country," explained the hostess proudly, "we raise nearly everything we eat. We even keep our own cow."

"Well," said the small son of the guest, setting down his glass disgustedly, "somebody stung you with a sour cow." —Grit.

## Verse for a Child

Oh bother the weather!  
I cannot tell whether  
It's going to rain or shine.

I really don't know;  
Perhaps it will snow  
Or maybe the day will be fine.

The paper says, "Rain"  
But then it is plain  
That the rain clouds are clearing away.

Clouds gather again  
And it's threatening rain.  
"Oh bother the weather," I say.

JAMES S. TIPPETT  
in "A World to Know."



# Milk For Millions

Reprinted through courtesy of the  
Milk Industry Foundation

LETting the rest of the world know something of the service we give and the work we do gives everyone a better understanding. The booklet "Milk for Millions" does just that by telling consumers that there is much more to the milk business than merely setting a bottle of milk on the door step every morning. In fact, this booklet is so concise and well written that we believe milk producers will benefit by reading it and we, therefore, are reprinting it in the INTER-STATE MILK PRODUCERS' REVIEW. We regret that the entire booklet can not be reprinted in one issue but lack of space prevents. The remainder will follow as conditions permit.



DAILY DELIVERY of 30 million bottles of milk to the doorsteps of America, regardless of weather, is often compared with the mail. Yet the problems of milk distribution are far more complicated as milk is highly perishable and must be delivered every day.

## A Fourth of the American Diet

Not so long ago science knew little about the danger to public health that might arise from lack of care in the production and delivery of milk. Milk deliveries were made from small carts and the milk itself was carried in big cans from which supplies were dipped by the peddlers who rode up and down the streets ringing bells or calling out their wares to attract housewives.

As milk sanitation improved and cities grew, milk distribution became more complex. Dairy farms remote from the centers of population were required and problems of transport became more acute. Milk had to travel miles at maximum speed and be protected at all times from any contamination.

The story of the milk industry and the many processes by which milk is produced, collected, transported and distributed, pure and fresh every day, from millions of farms to millions of consumers, is an epic of modern times.

Today milk in one form or another comprises over 25 percent of the 1,500-odd pounds of food used each year by the average

American; it is the largest single source of farm income, produced on more than 75 percent of the farms in the country.

Over 170,000 people must be employed in getting 45 million quarts of milk delivered every day to homes and stores while 80,000 more make the cheese, butter, ice cream and other dairy products included in the dairy industry's 3½ billion dollar a year output.

## From Farm to Kitchen

Milk distribution is a difficult, intensely arduous business and the distributor must be expert in handling a highly perishable food and a constant guardian of the public health.

Distribution really begins far out on the farms—not when the milkman starts out from the milk plant on his daily rounds. And the farms that supply the milk for towns and cities operate under careful sanitary regulations established by the municipalities, with farm inspectors and veterinarians ever alert to safeguard quality.

Milk for city delivery comes from the nearby area, known as the "milk shed", which may extend 100 miles or more out from the city. A milk shed functions somewhat like a watershed; milk from many farms moves toward the city as water from small streams flows toward the sea.

## Science Double Checks

Milk must be inspected, weighed and tested for butterfat, the element which gives it richness, at the distributor's country receiving stations. In smaller milk sheds it may go direct to the distributor's city plant where the same tests are made. At the country plant it must be cooled

and prepared for shipment in 40-quart cans by truck and railroad, or in big tank trucks that are really thermos bottles on wheels.

On reaching the city both the milk company's laboratory and the city health officials give the milk an exacting "third degree", checking cream content, sediment, bacteria count and "solids" content. Even bossy's diet isn't overlooked because onion or garlic shoots may get in the pasture and affect the milk's flavor.

As an additional safeguard most milk is pasteurized. This process must be carefully and accurately carried out and involves the use of special and and costly equipment. Milk is heated to at least 142° F. This sounds simple, but it must be held at that temperature—every particle of the milk—without fluctuation for half an hour. Milk is not boiled during pasteurization and its food value and flavor are unchanged.

Pasteurization—which resulted from the discoveries of the great French scientist Louis Pasteur—destroys any harmful bacteria that might be present, making the milk absolutely safe. Quickly cooled to 50° F. or less to retard the growth of harmless bacteria which cause milk to sour, the milk flows on through shining sanitary pipe lines to bottling and capping machines.

## Housekeeping in the Milk Plant

The bottles previously have been thoroughly washed and sterilized by machines which may handle up to 200,000 bottles in eight hours—a colossal dishwashing achievement. Next is another intricate operation by machines which fill and seal the bottles of milk without contact of human hands. Here again is individual inspection before the bottles are put into crates that go by conveyors to large "refrigerator" rooms to await loading in familiar milk wagons or delivery trucks.

Now begins the biggest and most important task in a milk plant. Apart comes all equipment—pipes, tanks, coolers, intricate apparatus—anything the milk touches is thoroughly scrubbed, washed and sterilized every day. This work takes



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more time and care than almost any other operation.

## Milkmen You Never See

To the average person the milk industry is George—or Jack or Harry—the milkman at the door. But back of this seemingly simple delivery system are marshalled those legions of workers—men at the pasteurizing, bottling, capping, refrigerating and washing machines, men and women in the laboratories, men on the hauling trucks, men far back at country receiving stations. Accounting and clerical forces must do the daily, detailed tasks involved in keeping thousands of small transactions accurate. It takes more than one "George" to get milk to the kitchen door.

Because of the magnitude of its task, these legions of workers are needed for efficient operation. Efficiency is indicated when the number of dairy industry employees is contrasted with the cash income farmers receive for their milk. In fact, the work of about one-fortieth of all industrial wage earners—and that is the number dairy companies employ—makes it possible for dairy farmers to receive nearly one-fifth of the total agricultural income of the country.

## Fluid Milk May Be "Fluid" . .

This bottled milk at the doorstep is man's "most nearly perfect food". It is a highly perishable food. It must be produced with the utmost care and under strict sanitary specifications. Speed and timeliness in its transportation are all-important. Milk must be shipped on more exacting schedules than any food.

Still more important—from the economic standpoint—this milk has long been one of the farmer's most dependable sources of cash income. The dairy farmers who produce milk under the watchful eyes of health department officials, on farms near a city where it is sold, must meet expensive sanitary requirements. For these reasons the dairy farmer obtains his highest price for this milk.

The dairy industry calls this milk, for which the farmer receives his highest price, "fluid" milk or "basic" milk. It is the best milk obtainable—the milk that housewives buy in bottles—milk that the milk company is able to sell in fluid form.

## Or Fluid Milk May Be "Surplus"

But fluid milk makes up only part of the dairy industry.

All of the milk produced in each milk shed, however, cannot always be sold in fluid form. During part of

each year more milk is generally produced than can be sold as fluid—but no milk is wasted. The dairy industry calls this excess milk "surplus". This surplus milk is made into butter, cheese and other milk products. It is "manufacturing" milk.

Furthermore, in some important milk producing states of the nation there are not nearly enough people in cities to consume an appreciable part of the total output. It is primarily from these great producing centers that much of the butter, cheese, canned milks and various other manufactured milk products come.

Butter, cheese and most products made from milk can be shipped from Maine to California, from Sault Ste. Marie to El Paso. Thus these products are subject to competition from all sections of the country. Consequently, the prices at which they are sold in every locality are determined entirely by nation-wide conditions of supply and demand. For instance, butter in Maine cannot sell for much more than it does in Ohio as holders of butter in other states would quickly ship directly to Maine, bringing prices to prevailing nation-wide levels.

It is with these products that surplus in the milk shed competes. That is why the producer gets a lower price for his surplus than for his fluid milk.

## 25 Million Cows on 24-Hour Shifts

Over three-quarters of the farms of America—some 5 million—and 25 million cows produce an endless flow of milk which is divided into fluid or manufacturing classes depending on how it is used. In the larger milk sheds where farmers sell to fluid milk companies, one farmer seldom produces milk solely for fluid use and another farmer for manufacturing purposes, but, since production exceeds fluid milk sales, usually each receives the fluid price for part of his milk and the manufacturing, or surplus price, for the remainder.

Since cows work on twenty-four hour shifts, farmers must be assured of a market for this highly perishable product every day in the year. The distributors accept all of this milk when it reaches their receiving plants. Here the division begins as milk starts on its way either for distribution in bottles or to be made into butter, cheese or other products.

Honor the chief—there must be a head to everything.

## Price Rise Will Increase Milk Checks \$8,200 a Day

The increase in the price of Class I milk which goes into effect on October 11 will bring farmers in the Philadelphia milk shed an additional increase of about \$8,200 a day. This is based on 38 cents a hundred increase on Class I sales which amount to about one million quarts a day in the Philadelphia metropolitan area. Calculated another way, this amounts to from 75 to 80 cents a day to the average producer, or \$22.50 to \$25.00 a month.

The increase of one cent a quart to consumers (there is no increase on pints or half-pints, nor on milk sold to city institutions or hospitals) will amount to 14 cents a week for a family which uses two quarts daily. This slight extra expense can be made up by purchasing one package less of cigarettes each week, or, at 3 cents a mile, driving the family bus five miles less each week. Thousands of families, those on relief, will actually get their milk for less than previously.

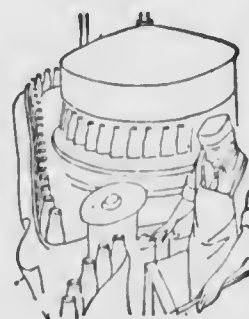
It is believed that some consumers may cut down on milk purchases temporarily but because milk represents one of the biggest food values that can be found on our markets today, most of these consumers will soon decide that the extra one cent a quart can well be afforded and they will strive to save the difference on less essential foods or on articles which might be placed in the luxury or semi-luxury class.

This extra income to producers will be converted immediately into farm, household, or personal necessities which many farm families have been depriving themselves of because of low incomes. This money will find its way back to the city, increasing trade and manufacture necessary for supplying these demands of producers. In short, this price increase will help restore a balance between city and rural groups and develop a more prosperous condition throughout this entire area.

Reports of milk production for two states were received from the census bureau in one mail recently. One of the states, Wisconsin, was reported as having produced 1,145,566,792 gallons in 1934. The other state, Nevada, produced 11,987,428 gallons during the same year—or 96 gallons to one. Forty-one of Wisconsin's 71 counties out-produced the entire state of Nevada.

Opportunities always look bigger going than coming.

Easy street never leads anywhere.





## Have You Joined the Inter-State Milk Producers' Cooperative?

Only active members whose marketing agreements are accepted can take any part in this fall's election of directors of that organization.

Join now and take part in picking your delegates and your director. Remember that every district will vote on a director this fall and each director will be elected in his home district.

If you have not yet done so, transfer your membership from the old Inter-State Association to the new Cooperative. We will help you do it. Just drop us a card.

Get your neighbor to join, too.

## High September Production

**R**EUJENATED PASTURES have resulted in an unusual production situation since mid-August. When rains came most pastures "came back" quickly, resulting in an unusual amount of feed which was unexpected and at a time when pastures are usually of only mediocre quality.

All this has brought about a September milk production decidedly above normal and in some cases even higher than in August. This is true not only in the Philadelphia milk shed but in the entire Northeast. New York predicts the largest September milk production on record.

How long this situation will exist is only a guess. We can't see how it will last much longer because it is based almost entirely on an unusually good pasture condition for late September. When the pastures are gone it is highly probable that milk production will fall off fast, perhaps dangerously so.

It is well known that the poor hay crop harvested in this part of the country will result in many producers skimping their herds through on such light rations that production will be hit sharply. Many barns are known to have less than one-half a normal hay supply. Farmers in such situations are being urged to cull their poorest cows so they may feed the remainder properly. If they do so, that action will also tend to reduce total production but will certainly bring production for those producers nearer to the profit level.

The price rise authorized by the Pennsylvania Milk Control Board

to be effective during October will have a tendency to maintain production throughout the fall and winter months and overcome the excessive costs which producers are facing.

Production has also shown up much better than expected throughout the dairy manufacturing areas. Butter prices reflect this tendency with a downward movement the last ten days of September.

**Butter**—Production in August was 12.5% under August a year ago while on September 1 the amount in storage was 112 million pounds, or 44 million less than a year earlier. Since that time the withdrawals from storage have been much less than in 1935, reflecting in reduced prices with the New York price of 92-score butter closing at 33 3/4 cents as compared to an August high of 36 1/2 cents. The September average was 34.98 cents.

**Cheese**—Production of cheese has shown a sharp decline due to the drought and demand by evaporators in Wisconsin, and the drought and fluid milk needs in New York, reducing the output 21% and 61%, respectively. The amount of American cheese in storage on September 1 was slightly less than last year but other kinds of cheese showed slightly larger amounts.

The Bureau of Agricultural Economics reports that 37 of 135 cities covered in its survey raised the price of milk to producers during September following increases in an even larger number of cities during August. These increases ranged from 7 cents to 70 cents per hundred pounds with consumer

## MILK PRODUCERS REVIEW

prices remaining the same in several markets, being raised 1 cent in most of them and 2 cents in one market.

Cream receipts as reported by the Philadelphia office of the Bureau of Agricultural Economics was 4,000 cans less in August than a year ago. The first four weeks of September shows a total of 18,198 40-quart cans as compared to 11,511 cans in the corresponding weeks last year. Cream prices have dropped from \$18.25 to \$17.25 a can since month ago.

## Short Feed Supplies Force Rigid Culling

The present situation in the dairy business calls for rigid culling in many herds says Professor E. B. Fitts of Pennsylvania State College. On many dairy farms the amount of hay, silage, and other roughage is not sufficient to provide all cattle in the herd with an abundance of feed during the winter months.

In the face of these conditions Fitts urges dairymen to reduce the number of cattle in their herds before winter sets in, to the point where there will be roughage in abundance for all animals kept. It is the well-fed cow that makes the greatest profits.

In a majority of dairy herds are to be found cows with such a low-producing capacity that a profit is impossible even under favorable conditions. Some dairy farmers are culling from their herds all cows with a yearly production of 250 pounds of butterfat or less.

SEPTEMBER, 1936, BUTTER PRICES				
Date	92-Score Philadelphia	Solid Pack New York	Chicago	
1	35	34	34	
2	35	34 1/2	34	
3	35 1/2	35 1/2	34 1/2	
4	35 1/2	35 1/2	34 1/2	
5	35 1/2	35 1/2	34 1/2	
6	36 1/2	35 1/2	34 1/2	
7	36 1/2	35 1/2	34 1/2	
8	36 1/2	35 1/2	34 1/2	
9	36 1/2	35 1/2	34 1/2	
10	36 1/2	35 1/2	34 1/2	
11	36 1/2	35 1/2	34 1/2	
12	36 1/2	35 1/2	34 1/2	
13	36 1/2	35 1/2	34 1/2	
14	36 1/2	35 1/2	34 1/2	
15	36 1/2	35 1/2	34 1/2	
16	35 1/2	35	34 1/2	
17	35 1/2	35	34 1/2	
18	35 1/2	35	34 1/2	
19	36	35 1/2	34 1/2	
20	36	35 1/2	34 1/2	
21	36	35 1/2	34 1/2	
22	35	34 1/2	34	
23	35	34 1/2	34	
24	34 1/2	34	32 1/2	
25	35 1/2	34 1/2	32 1/2	
26	34 1/2	34 1/2	32 1/2	
27	34 1/2	34 1/2	32 1/2	
28	34 1/2	34	32 1/2	
29	34 1/2	33 1/2	32 1/2	
30	34 1/2	33 1/2	32 1/2	
Average	35.62	34.98	33.94	
Aug., '36	36.05	35.55	34.91	
Sept., '35	27.11	26.15	25.39	

Small Boy: "What is college bred, pop?"

Pop (with son in college): "They make college bread, my boy, from the flour of youth and the dough of old age."

Greatness is the composite result of many little things well done and well put together.

October, 1936

## Mayor Holds Milk Meeting

**A** FEW HOURS before the Pennsylvania Milk Control Board was ready to issue a new general order which would raise producers' prices and also increase milk prices to consumers, Mayor S. Davis Wilson of Philadelphia wrote the control board protesting an increase until further information was obtained. This letter was sent to the control board on September 25 and the Mayor called a meeting for his office on September 29 to give all interested parties a chance to be heard.

The Mayor asserted his stand at this meeting, stating that evidence pointed to the need for a higher milk price to producers and since the proposed order would give practically the entire increase to producers, he felt that all fair-minded consumers would be willing to stand the extra cost of milk. He stated further that he felt that persons on relief and hospitals and city institutions should not be called upon to pay an extra price. No objections were voiced to his demand and the two members of the Control Board who were present agreed to his proposition.

This plan gives milk to relief recipients at 10 cents a quart whether delivered or bought at stores and it is estimated that this concession together with maintaining the same price to institutions and hospitals will cost Philadelphia milk dealers \$1,000.00 a day as compared to their returns had milk for these uses been raised one cent.

Women's clubs representatives protested an increased price to consumers but admitted farmers needed more and urged that the difference come out of the distributors' spread. The fallacy of this plan was pointed out quickly by Howard G. Eisaman, chairman of the control board, who asserted that according to audits by the board, the dealers were making less than 6% profit on investment and the new order will put many on a basis were they will barely break even.

Another party asked about the employed with low incomes who cannot spend more for milk. It was answered that they would probably buy less milk. Experience shows that a price increase usually results in a temporary drop in milk purchases, but after the second week, the amount of milk sold by dealers reaches practically the same level that prevailed before the price change. The records of the last decrease and the last two increases in consumers prices in this market show that the decrease was followed by a drop in sales and both increases

in price were followed by increased sales. This was believed due to the seasonal trend at the particular time of these price changes and indicates that moderate and fair price changes exert practically no influence on the amount of milk used.

A small boy was asked to write an essay in as few words as possible on two of life's greatest problems. He wrote "twins".

Freshman: "Say, what's the idea of your wearing my raincoat?"

Roommate: "Well, you wouldn't want your new suit to get wet, would you?"

## Report of the Field and Test Dept., Inter-State Milk Producers' Ass'n

The following statistics show the operations of all the Inter-State Milk Producers' Association field representatives in connection with testing, weighing and general membership work for the month of August, 1936:

	No.
Butterfat Tests	1648
Plants Investigated (first half Aug.)	5
(second half Aug.)	8
Calls on Members	375
Quality Improvement Calls	20
Herd Samples Tested	269
Brom-Thymol Tests	480
Microscopic Tests	238
Membership Solicitation Calls	1390
New Members Signed	960
Assignments of Stock	8
Educational Meetings	9
Attendance	219
Local Meetings	6
Attendance	109



# Blazing

## A STRAIGHT ROUTE

**W**HEN we started making feeds back in 1918, we laid down the strict rule that every ingredient used in Beacon Rations must be first quality and must contribute a distinct advantage to the feeding value. That all ingredients must be carefully blended according to the latest scientific research and the soundest feeding experience.

Today, as in 1918, this policy is strictly followed. Quality has never been lowered to meet price. Our first concern is to produce Dairy Rations that insure maximum production. Because we know that maximum profit can come only to those dairymen who get maximum production.

## HIGH PRODUCTION—LOW COST

If you have never used Beacon Dairy Rations, we urge you to try them. Match their results with those from any other ration. After a fair test we believe you will see for yourself that it pays to feed Beacon. Our Dairy Rations not only give top production, but they are really the cheapest to buy when judged on the basis of results.

Get all the facts about Beacon Dairy Rations. Send for the new 72-page book, "Profitable Dairy Management." It contains the whole feed story. Besides, it gives many practical pointers on all the other phases of the Dairy Business. Write for a free copy or ask your Beacon Dealer for one.

THE BEACON MILLING CO., INC.  
Cayuga, N. Y.



# BEACON Feeds



**NEW** Andis Electric **FASTER...MORE POWERFUL** Only \$17.50 POST PAID

Get a new improved Andis (the original single unit electric animal clipper) at the lowest price in history. It's easier to operate, guide it, has a more powerful fan cooled and dust sealed motor. Blades quickly interchangeable for clipping all kinds of animals. Choice of leading Dairymen, Breeders, Hunt Clubs and Army men everywhere.

**LOW COST OPERATION**—Standard 110 volt A.C. - D.C. only \$17.50 postpaid. Models for 6 V. (storage battery), \$2 V. light plant and 220 V. high line, \$2 extra.

**10 DAYS TRIAL**—Order from your dealer, or send only \$1. (Specify voltage required). . . pay postman balance (we pay postage). Money back if not fully satisfied after using clipper 10 days. **ANDIS CLIPPER COMPANY, Dept. 217 K Racine, Wis.**

### Farmers' Exchange

Classified advertisements will be carried in the Inter-State Milk Producers' REVIEW at the rate of 5 cents a word, \$1.00 minimum per insertion. Each initial and abbreviation counts as one word. Cash with order.

### HORSEMANSHIP

"HOW TO BREAK AND TRAIN HORSES"—A book every farmer and horseman should have. It is free; no obligation. Simply address Beery School of Horsemanship, Dept. 10310, Pleasant Hill, Ohio.

### SILOS

WOOD SILOS. 10x20 as low as \$95.00. Other sizes in proportion. Write us for catalog. **MURRAY COMPANY, Honesdale, Pa.**

### MILK STIRRER

Amazingly simple-efficient-inexpensive milk stirrer, cooler and aerator for dairy farmers located anywhere. Valuable catalogue free. Two weeks trial. Write Coburn Co., B-122, Whitewater, Wis.

### CLIPPERS SHARPENED

COW & HORSE CLIPPERS sharpened. Enclose 50¢ per set blades mailed. Guaranteed. Prompt service. **CREUTZBURG, Dept. D., 119 N. Sixth St., Phila., Penna.**

### STARS of the MILKY WAY

Over Station W/FIL 560 Kilocycles  
Sponsored by the DAIRY COUNCIL  
Sunday Evening - 6.30 to 7.00

### Members' Exchange

The REVIEW is your paper. You may use its columns without cost to tell other Inter-State members what you have for sale. Use it for listing calves, cows, horses, poultry, or any livestock, seeds, hay, fence posts, used farm equipment, help wanted, supplies or cows wanted, etc. This offer is not open to dealers or agents even though they may be members but is designed to help members dispose of their own products.

A four-line limit (about 30 words) in the type size used below is permitted each member in any one issue, this space to include member's name and address. Notice must reach our office by the 27th of the month preceding date of issue.

Nearly new Wilson 4-can milk cooling cabinet, dry storage type. Used only one month. Will sacrifice for \$60.00 cash as owner has no further use for it. Inquire Inter-State Milk Producers' Association.

A telephone pole never hits an automobile except in self defense.

## Getting That Increase

INTER-STATE MEMBERS will be interested in knowing the efforts behind the price increase obtained for them as announced on another page of the REVIEW. Concerted action was needed and the aid of the control boards in Pennsylvania and New Jersey was valuable in getting this much needed increase. In addition to the actions listed below there were numerous informal conferences by the general manager, officers and sales committee of your association with the control boards and dealers.

**May 22**—Executive committee of Inter-State discusses need of increase to cover higher cow costs, labor costs and equipment costs, also extra expense due to sanitary regulations.

**May 29**—Sales committee sends resolution to control boards of Pennsylvania and New Jersey and to dairy section of A A A, calling attention to these facts and asking for their help in getting substantial increase in producer prices to be effective July 16.

**June**—Representative of A A A visits market and collects facts from all available sources of production and distribution costs. Learned later that no action would be taken unless a uniform price schedule for entire milk shed, especially among states, could be obtained.

**June 18**—Public hearing by New Jersey control board. Inter-State repeats need for higher price because of increased costs and emphasizes need for continuing Grade A premium as reward for producing a superior milk.

**July 1**—Prices of milk for cream raised 10 cents per cwt. in New Jersey by order of state milk control board.

**July 15**—New Jersey Control Board raises price of Class 1 milk from \$2.33 to \$2.45 per cwt. at the farm, restoring previous cut.

**July 16**—Inter-State Board of Directors instructs association officers to use every influence to obtain action from Pennsylvania milk control board on request for price rise, also to bring about uniform prices for milk bought in different states.

**July 22**—Milk buyers asked to consider paying producers a price above control board minimum.

**July 29**—Buyers refuse to consider increase, expressing fear that all dealers would not concur, thus setting stage for under-selling.

**August 1**—Price of milk used for cream set at \$1.90 per hundred pounds by New Jersey control board.

**August 16**—New Jersey control board raises prices on Class 1 milk to \$2.79 per cwt. at the farm.

**August 17**—Conference with buyers results in bringing prices paid producers in Delaware and Maryland more nearly in line with prices paid Pennsylvania producers.

**August 19**—Sales committee and General Manager A. H. Lauterbach of Inter-State sends letter to Governor Earle of Pennsylvania asking immediate appointment of a milk control board with instructions to take immediate steps toward getting a substantial increase in Class 1 price to producers.

**August 20**—Governor Earle announces appointment of Howard C. Eisaman, John J. Snyder and Howard C. Reynolds to milk control board.

**August 21**—Series of eight milk control board hearings announced.

**August 27**—Hearing held at Harrisburg.

**August 31**—Hearing held at Philadelphia. Inter-State gives comprehensive brief showing that practically all production costs are increasing, the feed situation shows highest prices in years, and the situation of dairy farmers is becoming worse, that this injustice can be corrected only by a price rise. A price increase is needed, it was asserted, to help farmers keep step with industrial recovery. Prompt action was asked. A more simple classification was urged.

**September**—Numerous informal conferences held relative to price schedules and classifications.

**September 18**—Hearing at Johnstown.

**September 25**—Mayor Wilson writes open letter to control board—see page 13.

**September 25**—Reported that new order ready but held up temporarily by Mayor's letter.

**September 29**—Conference in Mayor Wilson's office—see page 13.

**October 5**—Order issued by control board to be effective October 7.

**October 11**—Price increase becomes effective, details on page 2.

### Cooperation

It is not alone the officers.

Or the money that you pay.

It's the close cooperation

That makes them win the day.

It is not the individual.

Or the farmers as a whole.

But the everlasting teamwork

Of every bloomin' soul.

—The Milk Producer.

An observant school boy once defined flirtation as "attention without intention."

## Maryland Lays Extension Plans

PLANS for agricultural extension work have been developed five years ahead by the Agricultural Extension Service of the University of Maryland. These plans were based on the results of surveys which show the greatest needs for improved agriculture in that State.

The extension service is to be congratulated on this far sighted policy covering practically all production activities as well as marketing, insect and disease control, home and 4-H club work.

Knowing that readers of the REVIEW will be especially interested in the tentative milk program we are listing here in full the six objectives for this important Maryland industry.

1. Impress upon milk producers the necessity for control of production to meet market demands and to regulate and prevent undue surplus.

2. Endeavor to have all dairymen join the cooperative milk producers' associations.

3. Cooperate with milk producers' associations in solving their market problems and with producers in lowering the cost of production.

4. Cooperate with milk marketing associations in improving the standard and quality of milk delivered to the markets.

5. Encourage and promote the use of 10% more milk and pure butter by farm families.

6. Cooperate with State and County boards of health in securing the adoption of more uniform health regulations with respect to the production and sale of milk.

In addition, several objectives apply to dairymen in general which should be of vital interest to fluid milk producers. Among the more important of these are the following:

Keep the cost of dairy rations near the minimum by producing at least 75% of the legumes and other feeds used on dairy farms. More profit is realized usually from a smaller quantity of milk produced from home-grown feeds than from a much larger quantity produced by the purchase of such feeds and concentrates.

Eliminate 10% of the low-producing individuals and increase the average production per cow from 4,500 lbs. to 6,000 lbs. in dairy herds.

Increase the number of dairy improvement associations from 10 to 20, and enlarge the work to include life history records of cows and proving of sires.

Place 175 purebred bulls each year, whose breeding and production records indicate that they will trans-

mit increased production to their daughters over the dams.

Place all counties in the State on the "Tuberculosis Accredited" area basis, and continue measures for control and eradication of Bang's disease, mastitis, and other diseases of dairy cattle.

### Weigh-Tank Samples Best For Bacteria Counts

Grade "A" milk producers are always vitally interested in their bacteria counts. Considerable discussion was in evidence a year or two ago as to the best method of obtaining these counts, whether taking samples from each individual can as delivered by the producer or from the weigh tank after the milk was dumped. The latter method has long been the practice in the Philadelphia milk shed and it was contended in these discussions that it was the most practical and it was accurate because it represented the average of all milk delivered.

At about that time, the sixth edition of "Standard Methods of Milk Analysis" was issued which called for taking samples from individual cans. This caused considerable protest and as a result an extensive study was made in which milk dealers of New York City and Philadelphia, and public health, laboratory, and agricultural workers of New York, Pennsylvania, New Jersey, Vermont and the United States Department of Agriculture participated.

This research resulted in definite findings that the samples taken from the weigh tank were most desirable. The report, as given in Bulletin 673 of the New York State Agricultural Experiment Station, says, "Arrangements were made with the proper officials to continue the weigh vat sampling in the Philadelphia area and to introduce this practice into the New York City area."

"I don't see why you haggle so about the price with the tailor, you'll never pay him anyhow."

"But I'm conscientious, I don't want the poor fellow to lose more than is necessary."

Theysitlikethisuponaseat, And now and then they kiss, And then he says some darn fool thing, and then they sit Like . . . this.

The willing horse gets the heaviest load and the most oats.

**Speediest..**  
Easiest to handle  
**COW CLIPPER**

**World-Famous STEWART CLIPMASTER**

Over 90% of the world's clipper users own and prefer STEWART clippers. **CLIPMASTER** is faster, cooler running, easier-to-use. Has two to five times as much power as other clippers of this type. Lasts longer. Stays sharp longer. Fan-cooled, ball-bearing motor exclusive Stewart design. Completely insulated in the special **EASY-GRIP** handle barely 2 inches in diameter. The finest, most enduring clipper ever made for cows, horses, dogs, mules, etc. A \$25.00 value for only \$16.95 complete, 100-120 volts. Special voltages slightly higher. At your dealer's or send \$1.00. Pay balance on arrival. Send for FREE catalog of Stewart electric and hand-power clipping and shearing machines. Made and guaranteed by Chicago Flexible Shaft Company, 349 Roosevelt Rd., Chicago, Illinois. 47 years making Quality products.

**'Aero' Cyanamid**  
**NITROGEN + LIME FERTILIZER**

**FEEDS THE CROP SWEETENS THE SOIL**

### Yes! We

have solved printing problems for others.

What are yours?

The quality of our printing is apparent when you get the job. The economy is apparent when you get the bill.

### Horace F. Temple

INCORPORATED

WEST CHESTER, PA.

### STRANGE » Cuts Costs 80% » Stops Stock ONE-WIRE FENCE

Almost unbelievable and actually amazing how controlled electric current in One-Wire keeps stock confined safely, securely. Proved by five years of successful use. See how it's done. Send for valuable free booklet and 30 day trial offer. Distributors invited.

One-Wire Fence Co., B-122, Whitewater, Wis.

Please mention the  
**MILK PRODUCERS' REVIEW**  
when answering these advertisements





**NEW!**

THERE ARE many ways in which dairy feed is judged. Some look at the analysis tag... some the price tag... some the list of ingredients, but wouldn't you rather buy your dairy feed on the basis of knowing beforehand what you can expect in milk performance?

Of course, you would! And that's exactly what Purina's new and amazing "MORE MILK INSURANCE" means to you. It assures you more milk! It assures you that you can feed Purina Cow Chows at no extra cost. No other dairy feed gives you milk assurance and feeding protection of this kind. *It's an exclusive Purina offer.*

See your Purina dealer and get complete details about this new "MORE MILK INSURANCE." Make application for it and feed the best in dairy feed at no extra cost!

**PURINA MILLS**  
854 Checkerboard Square  
St. Louis, Mo.

**MILKING COW CHOW**  
for the MILKERS

**DRY-FRESHENING COW CHOW**  
for the DRY COWS

**PURINA COW CHOW**

**MORE MILK INSURANCE**  
Agreement

Issued to \_\_\_\_\_

Agreement No. \_\_\_\_\_

Wm. R. Purina Company  
St. Louis, Mo.

**ONLY PURINA OFFERS INSURANCE!**

# INTER-STATE Milk Producers Review

ISSUED MONTHLY IN THE INTEREST OF THE DAIRY FARMER BY THE INTER-STATE MILK PRODUCERS' ASSOCIATION

Vol. XVII

West Chester, Pa., and Philadelphia, Pa., November

Dept. of Agr. Economics  
N. Y. State College of Agr.  
Cornell University  
Ithaca, N. Y.

## Cooperative Plans Its First Annual Meeting

ON Wednesday, November 18, at 10:00 a. m., the first annual meeting of the Inter-State Milk Producers' Cooperative will open its sessions. The place will be the Philadelphia Hotel, Chestnut Street at 39th Street. The meeting will be of vital importance to everyone interested in the dairy business in the Philadelphia milk shed.

This meeting, the first annual meeting of the new organization, is the outgrowth of a resolution unanimously passed last November at the Nineteenth annual meeting of the Inter-State Milk Producers' Association at which it was authorized and directed that the Board of Directors "study plans of reorganization, including cooperative laws under which it may reorganize and new contracts with members, and after full and complete study, proceed with such reorganization and then present the new set-up and contract to members at local and district meetings for signature, time and condition under which the new organization shall start functioning to be decided by the Board of Directors."

### Requirements Met in Full

The instructions set forth in that resolution have been fulfilled. The members have endorsed the recommendations by the signing of approximately 6100 producer's marketing agreements in the Inter-State Milk Producers' Cooperative out of about 7000 supporting members in the old Association. Another 1050 such agreements have been signed by other producers who were not members of the Association. Of those 7150 marketing agreements, about 6450 have been accepted, making those producers full-fledged members of the Inter-State Milk Producers' Cooperative.

Policies of the newly organized Cooperative will be determined at this meeting and its future course will depend largely upon the directions laid down at this time by the duly elected delegates representing every local in the organization.

This will be, officially, a meeting of delegates. Voting will be by delegates with every local of 25 members sending one delegate and larger locals an additional delegate for each additional seventy-five members. All official actions will be performed by the delegates as only they may vote. Any member may,

however, speak upon any question which may be under discussion.

### Will Hear Officers' Reports

The entire first day's program is planned so as to be of equal interest to all producers, members, non-members and delegates alike. Reports of officers, two outside speakers and open discussion will be the highlights the first day. The second day's program is also open to all members but it is at this session that the delegate body will perform its official acts, including passing upon all resolutions presented to them for approval.

The program is packed with interesting features. Officers reports will be short and to the point. No time will be taken up in the election of directors as this is being done back home at the district meetings. The directors, however, will take office at the meeting.

Resolutions will receive complete and full discussion. They will be read to the delegates and other members during the first day's session. Then, at the second day's session, they are scheduled as a preferred order of business, to be read again, discussed by delegates and other members and acted upon. The resolutions committee plans to meet Tuesday evening, November 17, to consider all resolutions, eliminate duplicates, and prepare their recommendations to the delegate body upon whom final action will depend.

### Davis and Lininger to Speak

Two speakers have been obtained for the meeting. Wendel P. Davis, general manager of New England Milk Producers' Association of Boston, will give a talk which should be of great interest to every producer in this milk shed. Mr. Davis is the manager of one of the outstanding milk marketing cooperatives in the United States and it is to be expected that many things which he may say will find application in the Philadelphia market.

Dr. F. F. Lininger, Agricultural Economist at Pennsylvania State College, who is known to many producers in this market, will be the other outside speaker in Wednesday's program. He has returned

(Please turn to page 15)

**ANNUAL MEETING**  
**INTER-STATE MILK PRODUCERS' COOPERATIVE**  
**TWO BIG DAYS**  
**NOVEMBER 18-19**



## At Work

WITH THE CLOSE of business on Saturday, October 31, 1936, the Inter-State Milk Producers' Association transferred most of its functions and work to the newly organized Inter-State Milk Producers' Cooperative. The new organization became, on November 1, the bargaining organization for milk producers in the Philadelphia milk shed and all activity of that nature will be done hereafter in the name of the Cooperative.

Likewise, the field and test service is now being done in the name of the Cooperative, and of course, all membership work is for the new organization. The MILK PRODUCERS' REVIEW is being published this month by the Association as practically all the work in connection with its preparation was done during October.

About 6,450 producer's marketing agreements in the Cooperative were accepted in October. Several hundred more are being accepted as of November 1. This gives the Cooperative almost the same membership as was actively supporting the old Association previous to the change.

### 7200 Members Signed

Total sign-up on October 31 was approximately 7,200 with all except a few hundred accepted. Most of those unaccepted are of producers selling to dealers with only a small proportion of their shippers signed up.

The entire office staff has devoted every available bit of time to changing the records of Locals and of dealers' shipping lists from the old Association to the new Cooperative. As a result the REVIEW mailing list is still based on the Association membership, with new members of the Cooperative added.

The new Cooperative starts with a clean slate. It enjoys the confidence of all producers who have really studied the set-up and who realize the need for a strong producer organization. The unfriendly attitude evidenced several months ago by some dealers has practically disappeared as a better understanding of the policies and plans are understood. The public in general is looking forward to the new organization and the work it is expected to do. A friendly attitude is in evidence at every turn.

### What Producers Expect

Producers, especially, are looking forward to the results they expect the Cooperative to accomplish. A stabilized market, accurate and complete market information, a fair price which will assure producers of the best price that sound business and competitive conditions will permit are all expected by the producers. These are fair demands.

The Cooperative needs more information. It must build up a statistical department which will have complete information on production in the milk shed and in each part of it. This information must cover conditions month by month. It must have information on consumption and consumption trends. It must know conditions in other parts of the country because they all affect competitive conditions.

With such information, plans can be made which will assure the best available market for members and which will show what selling plan will work for the best interests of the market as a whole.

### New Work Needed

Credit information must be obtained and kept up-to-date. This is necessary because the Cooperative guarantees payment for all milk sold by it for members. Under those circumstances, sales made to any party unable to pay for this milk would be poor business practice and it is the Cooperative's duty to the membership as a whole to avoid bad accounts. Considerable credit information has already been collected.

As these activities are developed the Cooperative will be able to take on other activities, perhaps will be demanded to do so by the members.

We wish all members could visit

(Please turn to page 13)

## Official Notice to Delegates

## Inter-State Milk Producers' Cooperative

The annual meeting will be held November 18, 19, 1936 commencing at ten o'clock A.M. at the Philadelphian Hotel, 39th and Chestnut Streets, Philadelphia, Pennsylvania.

### Board of Directors

By

*B. H. Melty*

President

*A. Ralph Jollers*

Secretary

All members of the Cooperative are welcome to attend all sessions of this meeting and to take part in all discussions.

## Annual Meeting

WE all look forward to our annual meeting with a variety of emotions. Some of us look for a good time, others for an opportunity to get away from the farm drudgery for a few days, others see an opportunity to pep up the membership for another year. The Inter-State has a long record of annual meetings that have tended to build up the morale of the milk producer. This year, however, is outstanding in that it is the first annual meeting of the new Cooperative.

We are now organized under the cooperative laws of Pennsylvania. This has changed the methods of doing business and of electing delegates and directors. It also changes the responsibility of all officials of the organization, both central and local.

This year all directors will have been elected before the meeting by the members and delegates in their own districts and there will be no election at the annual meeting. We will, therefore, be able to present every director to the members assembled so you can see who they are.

The delegates at this annual meeting have all the voting power but any member present

may express his views. We look forward to the delegates coming prepared to discuss future plans with us and being ready to pass sound resolutions. It is the delegates job to help make plans that will help bring about better understanding between our members and the buyers of our milk, also with the public in general.

We have the outstanding agricultural product in this country. But we have not reached a desirable state of perfection in methods of marketing that product nor the height of perfection in quality of that product. All in all, we have an opportunity ahead of us beyond any man's vision.

Come to this annual meeting prepared to help make this world a better place to live, a place where all differences can be settled through honest discussion, a place where selfishness will be out of order and where the golden rule will be our destiny.

*A. H. Lautbach*

## The Wilmington Market

COMPLETE ORGANIZATION of the Wilmington milk market is about to be accomplished. A marketing committee has been active there for about 18 months, working with some of the dealers, and in their work many perplexing problems have been solved.

When milk prices in the Philadelphia market were raised early in October, steps were immediately taken to get a similar increase at Wilmington. It was then that the need for a more complete organization in the market became evident. A price increase, to be effective, must apply uniformly to practically the entire market.

It is obvious that all producers supplying the market should get the same price. In order to assure them of that equality, an intensive membership drive was made during mid-October, resulting in obtaining as members of the Cooperative an additional 125 producers selling on that market. This brings total membership in the Wilmington area to more than 300 out of nearly 450 producers supplying the market. The membership drive is continuing until practically all producers are signed as members.

On the strength of this sign-up a conference was called on October 22 with the dealers supplying that market and a new price schedule was

arrived at, to be effective on November 1. This new price on Class I milk is \$2.87 per hundred pounds of 4% milk (\$2.67 for 3.5%). The price for milk testing below or above 4% butterfat is reduced or increased, respectively, 4 cents for each point (0.1%) variation from 4%.

Another outcome of this sign-up program has been placing a man in the Wilmington market to work with the producers selling on that market and to keep in constant touch with all developments. This man is Floyd R. Ealy and he can be reached by telephone at Wilmington 2-7464. Calls sent to that number will be brought to his attention promptly. Mr. Ealy will work with Wilmington producers on any marketing problems which may come up, such as placing milk, check testing and weighing, and working out other problems in which both dealer and farmer are interested. It is probable that as this work develops it will require only part time of one man.

The producers' committee active in the Wilmington market consists of H. Wallace Cook, Chairman; W. Lewis Phipps; Ralph E. Bower; J. J. Rubencame; and Harry Seemans. It is expected that additional members will be added to the committee within the next few weeks, these members to represent farmers who

supply the dealers who have not previously bought their milk through the organization.

### Crop Insurance Summary

In response to widespread interest in crop insurance, the Bureau of Agricultural Economics has prepared and issued "Crop Insurance, Selections and Excerpts", a special summary of information on this subject.

The Bureau has been making researches in the field of crop insurance since 1920. It published a bulletin on the general subject in 1922.

This summary is available without charge from the Bureau of Agricultural Economics, Washington, D. C.

The man with a burning ambition is seldom fired.

Every day something is being done that couldn't be done.

## STARS OF THE MILKY WAY

Over Station WFIL

Sponsored by the Dairy Council  
Sunday Evenings 6.30 to 7.00



## INTER-STATE MILK PRODUCERS REVIEW

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the post office at West Chester, Pennsylvania, under  
the Act of March 3, 1879.

### It's Your Job

The success of the newly organized Inter-State Milk Producers' Cooperative depends on you, Mr. Member. It is a democratic organization with control in the hands of the members—YOU and your neighbors.

It is you who must elect local officers. You will elect delegates who, in turn, will elect directors and determine policies. And it is you to whom those directors and delegates (your neighbors) will go when they are confronted with the need of making important decisions. They will go to you to find out how this action or that policy will effect you and your milk business.

Make it easy for them. Go to them sometimes, and especially, go to local meetings. Express your views, get their views, find out just what the problem is. This exchange will do you both good. It will help your near neighbors and all your neighbors in the milk shed.

It is especially your job to get the facts and to kill rumors. Ask every man, woman or child who tells you any kind of rumor concerning your Cooperative where they heard it and whether they have asked any delegate, director, field representative or other officer of the Cooperative about the truth of it.

The truth about every cooperative matter is available to every member.

### How It Must Be Done

The question as to whether a milk marketing organization can be effective with less than one-half the producers in the market signed up was answered by the Wilmington market in October.

The answer is "It can't be done." But something can be done about it and was done in the Wilmington market. That something was to go out and sign-up a big majority of all

the producers supplying the Wilmington market with milk.

Briefly, the situation was this: The producers supplying the two larger dealers in Wilmington were well signed up in the Cooperative, but when an effort was made to get a price increase in that market to keep the producers' price in line with nearby producers in the Philadelphia market, it was obvious that some means had to be developed for assuring all producers of getting the same price for their milk and thus put all dealers on an equal basis on the market.

The result was the sign-up campaign as described on page 3 of this issue.

### Guest Editorial

#### LOYALTY

While there are still a number of farmers who are never satisfied without co-operative service and yet never satisfied with one that is set up for them, always kicking about big business taking advantage of them, yet refusing to support their co-operative, which is their one medium of equalizing their opportunities, there is an ever increasing number of farmers whose understanding and support of the co-operative movement is lending real encouragement to the future success of the movement.

It should never be necessary to buy a member's loyalty to his co-operative association. His business experience and understanding of what co-operatives have accomplished for him is getting this farmer out of the classification of "penny wise and dollar foolish" business men. This ever increasing number of understanding and far-seeing co-operative supporters senses the necessity of a reasonable contribution to the reserves of their associations. They know that they have always made these contributions to business and will continue to do so—the better they organize and finance their own co-operatives, the sooner they will have economic security in the ownership of their marketing machinery. They have learned that you can't have your cake and eat it. They also know that without their co-operatives, even the farmer who rides the hind bob and lets his feet drag, and yet benefits by what his fellow co-operators develop for him in the support of their associations, will suffer with them and howl louder because he must live on a diet of crumbs and never even see the cake.

Rumors that take the form of whispering campaigns very seldom are founded on facts, yet they often stand as the greatest obstacles to

sensible understanding and support of what is right in business, social or political life. Idle rumors are usually of a negative nature. Negative action has never built anything sound or constructive. The salesman who takes the negative course in running down the other fellow's product and has nothing positive to say for his own never gets very far. Likewise, those who take a negative attitude towards the co-operative movement very seldom have ever done anything for it themselves other than to knock.

Advancement in civilization has always been the result of positive action. All discoveries, pioneering as well as development in science and industry has been the result of positive minds that have been out to seek new ways to do something with a determination to win. Co-operation will win and succeed only to the extent that positive, aggressive loyalty and support counter-balance the negative, destructive action of those who work with the wrecking bar instead of the construction crew. *Land O'Lakes News.*

(Editor's Note: Keep those thoughts fresh in your mind. You might want to use them when talking with some producer who wants to "ride along", especially so if he is one who is inclined to "drag his feet" as he gets that free ride on your wagon.)

### One Hundred Percenters

Correction: In the October issue we reported the wrong number of producers who ship on the Steinsville truck. This truck route with 41 producers is 100 percent signed up in the Inter-State Milk Producers' Cooperative.

One other truck route, the Limerick truck, with six producers is also in the 100 percent list now.

The Princess Anne receiving station is still the only station with 100 percent—but several are mighty close. Which one will be next?

STATEMENT OF THE OWNERSHIP,  
MANAGEMENT, CIRCULATION, ETC.  
Required by the Act of Congress of August 24,  
1912, of Inter-State Milk Producers' Review,  
published Monthly at West Chester, Penna., for  
October 1, 1936.  
1. That the names and addresses of the publisher, editor, managing editor, and business managers are: Publisher—Inter-State Milk Producers' Association, 401 N. Broad St., Phila., Pa.; Editor—H. E. Jamison, Phila., Pa.; Business Manager—H. E. Jamison, Phila., Pa.  
2. That the owner is: Inter-State Milk Producers' Association, 401 N. Broad St., Phila., Pa.; B. H. Welty, Pres., Waynesboro, Pa.; A. R. Marvel, Vice-Pres., Easton, Md.; I. Ralph Zollers, Secy., Phila., Pa.; F. M. Twining, Treas., Newtown, Pa.; C. H. Joyce, Medford, N. J.; Wm. G. Mendenhall, Downingtown, Pa.; F. P. Willits, Ward, Pa.; E. H. Donovan, Smyrna, Del.; J. W. Keith, Centerville, Md.; M. L. Stitt, Port Royal, Pa.  
3. That the known bondholders, mortgagees, and other security holders owning or holding 1 percent or more of total amount of bonds, mortgages, or other securities are: None.

H. E. JAMISON,  
Editor & Business Manager.  
Sworn to and subscribed before me this 3rd day  
of October, 1936. A. F. WALSH, Notary Public.  
My Commission Expires March 5, 1937.

### An Appreciated Service

We have noted in a dairy trade paper that the Department of Agriculture and Markets in a nearby state has become very active in checking the weights of milk delivered by producers in the state.

Inter-State members know very well that they have been getting this kind of service from their organization for about fourteen years and with excellent results.

Of recent years at least, there have been very few cases discovered of dishonest weights. Complaints from producers about weights are followed up promptly and the results usually show one of two things. One is that the scales of the dealers sometime get out of adjustment or a leaky valve develops in the weigh tank which may permit some milk to run out before the weight is recorded. Excellent cooperation has been obtained in correcting such irregularities.

Another reason for requests to check weights is that the producer estimates the expected weight of milk according to volume and if the can receives a few dents, the can capacity is reduced without his realizing it. Also a loose cover may permit loss of a few pounds of milk in hauling.

This valuable service has become a matter of course with the Inter-State and is used freely by its members.

### Cooperative Participates In Request For Hearing

By the time this REVIEW reaches Cooperative members the joint hearing by the A A A, the Pennsylvania and the New Jersey milk control boards will be in progress, perhaps completed.

This hearing is scheduled for November 5 and at it evidence will be heard on the proposed A A A order to cover milk shipped to Philadelphia from other states.

Your organization was one of four groups to ask for this hearing as the best means of restoring the entire milk shed to a uniform price schedule. Prices paid for milk delivered to receiving stations in Pennsylvania have been, in most instances, during the last year or two, somewhat higher than for milk of similar quality delivered to receiving stations in other states and in the same mile zone. Others who requested this hearing are the Allied Dairy Farmers Association and the Pennsylvania and New Jersey milk control boards.

The proposed A A A order calls for a price schedule on out-of-state

milk which will be very similar to Order 28 of the Pennsylvania milk control board which became effective on October 11.

Obtaining uniform prices over the entire milk shed should go far in stabilizing the market. It will eliminate any opportunity to obtain cheap milk and thus keep all dealers on an even basis as far as the cost of their product is concerned.

The order as proposed by the A A A is said to be the simplest of all orders now in effect or proposed. It provides only for prices on inter-state shipments of milk, classifies that milk according to the use made of it, and provides a means to determine that those provisions have been met.

Its extreme simplicity is perhaps its greatest strength. It is easily understood, provides no base plan, no production control in any form, and no pool plan.

### Tune In—WFIL STARS OF THE MILKY WAY

Sponsored by the Dairy Council  
Sunday Evenings 6.30 to 7.00

Set Your Dial at 560 Kilocycles

### Winter Freshening Cows Are the Most Profitable

An analysis of dairy herd improvement association records of New Jersey herds indicates that members of these associations have practically the same number of cows freshening each month of the year. The figures also show that cows which freshened during the winter months were the most profitable over a year's period. Cows which freshened during June, July and August showed the least profit. The advantages of the three winter months over the three summer months amounted to an average of \$16 per cow so far as profit over feed cost was concerned.

Cows which freshened during the winter averaged 8,857 pounds of milk and those which freshened in the spring averaged 8,616 pounds. The summer freshening cows produced an average of 7,925 pounds of milk, while those that freshened during the three fall months averaged 8,413 pounds of milk. Variations in butterfat production followed the same trend.

"Dairy herd improvement association members," said E. A. Gauntt who made this analysis; "are not only efficient producers, but they are also practicing orderly marketing by producing an even supply of milk throughout the year."

### Milk Sales Larger

Daily average sales of fluid milk in September increased one and three-quarters percent over August, according to the monthly reports to the Milk Industry Foundation from 133 leading markets.

September daily average sales in those markets totaled 6,332,912 quarts compared with 6,228,748 quarts in August.

Seasonal declines in employment of .84 percent and in payrolls of 3.5 percent compared with August reflect the end of the vacation period and also seasonal shrinkage in farm milk production.

Summer Boarder: "Wish I could be a farmer and work and live with the blue sky overhead always."

Farmer Brown: "That would be all right if the blue sky was a farmer's only overhead."

Making friends is simply a matter of keeping on the level with yourself and with others.

### Inter-State Milk Producers' Ass'n

Incorporated  
401 N. Broad St.  
Philadelphia, Pa.

Representing over 21,000 Dairy Farmers  
in the Philadelphia Milk Shed

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A. R. Marvel, Vice-President  
I. Ralph Zollers, Executive Secretary  
F. M. Twining, Treasurer  
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†Honorary Member Executive Committee.

#### Field Representatives

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H. D. Kinsey, Quakertown, Pa.  
J. T. Plummer, Salem, N. J.  
C. Reynolds, Denton, Md.  
D. W. Winter, Philadelphia, Pa.



## Did You Know?

That the Dairy Council is constructing a model milk house at the Philadelphia Zoo? And, just incidentally, the Philadelphia Zoo was recently visited by more than one hundred and fifty thousand (150,000) men, women and children in a single day. You can rest assured that a good portion of them had a chance to see the cows in the Dairy Council barn.

That the per capita consumption of milk in the City of Philadelphia has been higher year by year since 1929 than has the per capita consumption in New York City? (And, Philadelphia, may we add, is the territory in which the Dairy Council does the greatest share of its work.)

That in a single day recently twenty (20) unsolicited telephone calls were received by the Dairy Council from school teachers and club chairmen making requests for Dairy Council speakers?

That the consumption of milk per capita is greater in the City of Philadelphia than in the City of Boston?

That the Dairy Council was recently invited to advise and assist in the planning of noonday lunches served in all of the school cafeterias of one entire city in its territory?

That Pennsylvania milk producers who shipped into the Philadelphia milk market received a fluid milk price for a greater share of their milk during the last year than did those Pennsylvania producers who shipped to points outside the Philadelphia milk market?

That in one mail recently the Dairy Council received one hundred and seventy-seven (177) requests from schools within its territory for posters on milk?

That according to a report issued by the Pennsylvania State College, the consumption of milk in Pennsylvania (not including the City of Philadelphia) is approximately fifty-five hundredths (.55) pint per person per day? At the same time, the consumption of milk in the City of Philadelphia itself is seventy-four hundredths (.74) pint per person per day. This difference of nineteen hundredths pint when distributed to each of the two million (2,000,000) Philadelphia consumers, means an increased consumption of more than one hundred and eighty thousand (180,000) quarts per day!

That a school principal, in a letter recently received, made this statement—"The work of the Dairy Council is invaluable."

That scarcely a day passes throughout the year in which the Dairy Council does not receive a

letter from some school or club, expressing gratitude and appreciation for its assistance and cooperation?

### National Milk Producers Hold 20th Meeting

Celebrating the twentieth year of its existence, the National Cooperative Milk Producers' Federation will present an unusual program when approximately 2000 delegates and guests will assemble from the principal dairy states of the Nation for the organization's annual convention in St. Paul, Minnesota, November 9, 10 and 11. The Interstate is being represented by B. H. Welty, president; F. P. Willits, director, and one of the organizers of the Federation; and A. H. Lauterbach, general manager.

Every subject discussed at this convention will have a direct bearing upon either present or future policies of this, the oldest and largest commodity federation of cooperatives in the United States. Its 54 member associations market the

dairy products of more than 300,000 farm families.

On this occasion the Federation will be the guest of two of its important member associations—the Land O'Lakes Creameries, Inc. and the Twin City Milk Producers' Association. Cooperating with these associations in entertaining the Federation's delegates are the authorities of the Federal Cooperative Banking Institution at St. Paul, authorities of the agricultural college of the University of Minnesota and the St. Paul Association of Commerce.

The speakers chosen for this meeting are all outstanding men in their respective fields of endeavor. They include active leaders of the Federation's member associations, administrative officials and experts from the U. S. Department of Agriculture, the Farm Credit Administration, the Universities of Cornell and Minnesota and the municipality of St. Paul.

First Freshman: "I hear you got thrown out of school for calling the dean a fish."

Second Freshman: "I didn't call him a fish, I just said, 'That's our dean,' real fast."

### Classification Percentages—September 1936

Dealer	PENNSYLVANIA					"A" Bonus
	Class I	Class II	Class IIB	Class IIC		
Abbotts.....	75.65	2	22.3	.05	—	68.5% of Class I
Baldwin (A).....	88	12	—	—	—	79% of Production
(B).....	80	14	—	—	6	
Breuninger.....	86	9	—	—	5	62% of Production
Delchester.....	71	21	8	—	—	
Gross, Chas.....	82	18	—	—	—	
Harbison.....	78	18	—	—	—	
Martin Century.....	88	12	—	—	4	60% of Production
Scott-Powell.....	67	17	14	—	2	88% of Production
Supplee.....	68	11	21	—	—	65% of Production
Wawa.....	87	13	—	—	—	51% of Production

Dealer	MARYLAND AND DELAWARE				"A" Bonus
	Class I	Class II	Class IIB	Class III	
Abbotts.....	75.65	2	22.35	—	—
Fraims.....	77	23	—	—	—
Harbison.....	78	18	—	4	—
Scott-Powell.....	67	31	—	2	65% of Production
Supplee.....	68	32	—	—	51% of Production

Dealer	NEW JERSEY			"A" Bonus
	Norm	Cream	Excess	
Abbotts (A).....	93	7	Balance	—
(B).....	76.5	23.5	Balance	—
Castanea (A).....	74	26% of Norm	Balance	—
(B).....	92	15% of Excess	Balance	—
Harbison.....	78	18	Balance	—
Scott-Powell.....	100	—	Balance	39.5% of Production
Suburban (A).....	82	18	—	—
(B).....	89	11	—	—
Supplee.....	100	—	Balance	—

## Milk Prices—September, 1936

Weighted Average Prices Paid by Dealers for 3.5% Grade B Milk

Dealer	Delivery Point	Mile Zone	Average Price
Supplee-Wills-Jones	Bedford, Pa.	261-270	\$1.84
Harbisons	Brandtsville, Pa.	121-130	2.01
Harbisons	Byers, Pa.	31-40	2.11
Harbisons	Carlisle, Pa.	131-140	2.00
Harbisons	Centerville, Md.	91-100	1.96
Supplee-Wills-Jones	Chambersburg, Pa.	151-160	1.91
Supplee-Wills-Jones	Chestertown, Md.	81-90	1.96
Scott-Powell	Clayton, Del.	61-70	1.94
Abbotts	Coudersport, Pa.	331-340	1.92
Abbotts	Curryville, Pa.	251-260	1.95
Scott-Powell	Dagsboro, Del.	131-140	1.88
Supplee-Wills-Jones	Duncannon, Pa.	121-130	1.95
Abbotts	Easton, Md.	101-110	1.97
Harbisons	Frenchtown, N. J.	61-70	2.00
Abbotts	Goshen, Pa.	61-70	2.03
Supplee-Wills-Jones	Hagerstown, Md.	181-190	1.90
Supplee-Wills-Jones	Harrington, Del.	91-100	1.96
Supplee-Wills-Jones	Huntingdon, Pa.	201-210	1.89
Harbisons	Hurlock, Md.	121-130	1.94
Abbotts	Kelton, Pa.	41-50	2.10
Abbotts	Kempton, Pa.	81-90	2.07
Supplee-Wills-Jones	Kennedville, Md.	71-80	1.96
Harbisons	Kimberton, Pa.	31-40	2.11
Martin Century	Lansdale, Pa.	—	2.18
Supplee-Wills-Jones	Leaman Place, Pa.	51-60	2.02
Supplee-Wills-Jones	Lewistown, Pa.	161-170	1.91
Scott-Powell	Longsdorf, Pa.	141-150	1.96
Sypherd Dairies	Lyndell, Pa.	31-40	2.12
Harbisons	Massey, Md.	61-70	1.96
Supplee-Wills-Jones	Mercersburg, Pa.	181-190	1.91
Harbisons	Millville, Pa.	151-160	1.99
Supplee-Wills-Jones	Moorefield, W. Va.	291-300	1.84
Supplee-Wills-Jones	Mt. Pleasant, Del.	41-50	1.99
Supplee-Wills-Jones	Nassau, Del.	121-130	1.94
Scott-Powell	New Holland, Pa.	61-70	2.04
Abbotts	Oxford, Pa.	41-50	2.10
Abbotts	Philadelphia, Pa.	—	2.31
Baldwin Dairies	Philadelphia, Pa.	—	2.34
Breuninger Dairies	Philadelphia, Pa.	—	2.38
Gross, Chas.	Philadelphia, Pa.	—	2.37
Scott-Powell	Philadelphia, Pa.	—	2.25
Supplee-Wills-Jones	Philadelphia, Pa.	—	2.26
Abbotts	Port Allegany, Pa.	321-330	1.92
Scott-Powell	Pottstown, Pa.	41-50	2.06
Supplee-Wills-Jones	Princess Anne, Md.	131-140	1.92
Abbotts	Providence, Md.	41-50	2.01
Supplee-Wills-Jones	Red Hill, Pa.	41-50	2.02
Breuninger Dairies	Richlandtown, Pa.	41-50	2.14
Harbisons	Ringoes, N. J.	51-60	2.01
Supplee-Wills-Jones	Ronks, Pa.	61-70	2.02
Harbisons	Rushland, Pa.	21-30	2.12
Scott-Powell	Snow Hill, Md.	161-170	1.87
Abbotts	Spring Creek, Pa.	401-410	1.89
Harbisons	Sudlersville, Md.	71-80	1.96
Supplee-Wills-Jones	Townsend, Del.	51-60	1.97
Wawa Dairies	Wawa, Pa.	—	2.19
Supplee-Wills-Jones	Waynesboro, Pa.	171-180	1.91
Clover Dairies	Wilmington, Del.	—	2.23
Fraims Dairies	Wilmington, Del.	—	2.23
Supplee-Wills-Jones	Zieglerville, Pa.	31-40	2.02

### Pennsylvania Price Schedules

Prices per 100 pounds of milk of 3.5% butterfat content for September and October, as established according to Pennsylvania Milk Control Board Order 24, as amended, and Order 28, are:

Class	Sept. 1-10	Oct. 1-31
I (fluid milk) f.o.b. Phila.	\$2.50	\$2.50
IA (for fluid cream) f.o.b.	1.80	1.80
II (for ice-cream)	1.72	1.65
IIC (for butter)	1.42	1.35
Class I (fluid milk) f.o.b. Phila.	1.31	\$2.88
II Milk for cream	1.73	
III Milk for butter	1.38	

† Class IIC price is amount of butterfat times price of 92-score New York butter, plus 20¢ per 100 pounds of milk.

\* Class III price per 100 pounds of milk is amount of butterfat times price of 92-score butter and plus 20 percent of that amount.

Butterfat differentials on Classes I, IA, II, IIA, and IIB are 4 cents a point up or down from 3.5%.

Average October butter price was 32.88¢.

### Prices at Receiving Stations in Philadelphia Marketing Area

Mile Zone	Class I	Class IA
0 to 20	\$2.50	\$1.80
21 to 30	2.24	1.77
31 to 40	2.23	1.77
41 to 50	2.22	1.77
51 to 60	2.21	1.77
61 to 70	2.20	1.77
71 to 80	2.19	1.76
81 to 90	2.18	1.76
91 to 100	2.17	1.76
101 to 110	2.14	1.76
121 to 130	2.10	1.76
131 to 140	2.09	1.76
141 to 150	2.08	1.76
151 to 160	2.07	1.76
161 to 170	2.07	1.75
171 to 180	2.06	1.75
181 to 190	2.06	1.75
201 to 210	2.05	1.75
251 to 260	2.02	1.75
261 to 270	2.02	1.74
291 to 300	2.00	1.74
321 to 330	1.99	1.74
331 to 340	1.98	1.74
401 to 410	1.95	1.73

### Prices Paid Producers On Other Markets

Class I price 3.5% milk for September, weighted average price for August (A) or Sept. (S). All prices f.o.b. city market except as indicated.

Market	Class I Price	Retail Price	Weighted Average Price
Philadelphia 1-10	\$2.50	11¢	—
11-31	2.88	12	—
Pittsburgh	2.65	12	\$2.15 A
Camden	**2.79	13	?
New York City	*2.90	14	*1.95 S
Hartford	3.35	14	2.68 A
Providence	3.658	14	2.89 S
Boston	†2.82	12	†1.91 S
Baltimore	†2.38	12	?
Washington	†2.78	13	2.49 A
Richmond	2.91	12	2.49 A
Columbus	2.20	11	2.09 S
Dayton, Ohio	2.10	11	1.83 S
Detroit	2.48	12	2.05 A
Milwaukee	2.80	12	2.17 S
Minneapolis	2.20	11	2.09 S
St. Louis	2.45	11-13	2.13 A
Wichita, Kan.	2.45	12	2.35 S

\* Price applies in 201-210 mile zone.

† Price applies in 191-200 mile zone.

\*\* Price applies f. o. b. producer's farm.

‡ Price includes fluid milk and all cream.



# The Cooperative Community

ELIZABETH MCG. GRAHAM, Editor

## Sports vs. Education

HANNAH MCG. LYONS, M.D.



It is just the season when sports are claiming almost more than their share of attention. Those in authority at two big colleges have talked of their "enrollment", of their "fine field for sports", of the large "attendance at the games" but never once have I heard a word of class training, of the fine scholarly attainments, or developing greater strength of character.

My thoughts went travelling and stopped with a young man barely thirty. He had been a national football hero, lauded, applauded and feted. Today learning a new business for a livelihood by keeping a filling station. The friend with me turned quickly with the question, "What is wrong with our educational system that is supposed to fit for a life-work and yet gives no way to measure the right relation between athletics and preparation for a life-work?"

Pondering these things I read an article in *The Nation's Schools* by Carlton Palmer—"A New Day in Sports" is near when... but, I would like to quote freely from Mr. Palmer who illustrates his message by real happenings. "The Minnowa pitcher wound up and shot a quick-breaking curve that barely missed the Michiana batter. 'Umpire, that ball hit him. He's entitled to first base,' shouted the Michiana coach. 'No, the ball didn't hit him,' answered the umpire. 'Didn't that ball hit you?' shouted the coach to the batter. 'No, it didn't,' replied the boy.

"The coach threw up his hands in disgust and said, 'See that, we can't do a thing with them.' But the chancellor of the university said, 'Thank God for the home that reared that boy'.

"Here we have the educational point of view and the athletic point of view in a nutshell. The one applauds and encourages the boy when he shows strength of character, the other applauds and lauds the boy when he 'gets away with anything that is advantageous to his side'.

"If in our sports we should live up to the ideals of that student the standards of play might approximate more nearly the ideals of education."

"In a close game Sloane had a man on third. The batter signaled that he would bunt the next ball pitched. As the pitcher started the delivery the runner on third started for home, but the batter missed the ball, and the runner stopped short and turned back to third with the Powers catcher on his heels. Just before the runner gained the base the catcher made a desperate effort to touch him out, but he missed him. The umpire didn't see the play closely and called the runner out.

"The catcher knew that he hadn't touched him and said, 'Umpire, I didn't touch him.'"

(Please turn to page 15)

## Health and Happiness

By A. D. D.

**Y**OU KNOW, Mary, I'm going to manage somehow to get to that Inter-State Annual Meeting this year. John was a delegate last year, and I went down with him and certainly feel that all the years I have missed have been a real loss. Really, I never realized just what the whole thing was all about before. I knew, of course, that we never had a regular income until the Inter-State came in here and organized and provided us with a market, but I had never taken time to appreciate even that, nor what we would have done all these years without our milk check, and our organization to protect us against all sorts of economic and political conditions and circumstances that we never even hear about. You just have no idea of

the purpose and working of a big cooperative until you've actually attended one of their annual meetings. Naturally John had always been interested, and while it is true that I helped with the milk and the cows, and was dependent largely on the milk money to keep things running, yet somehow it had never occurred to me that it was a part of my job to attend milk meetings and learn about market conditions and bacteria and consumer attitudes and the dozen and one other things that are a vital part of the program which provides the money for our food and clothing and education for our children.

"My goodness, Ruth, you make it sound as if we should go to milk meetings the same as we do to Ladies Aid, and school and lodge meetings. We have so many meetings now that we never have an evening at home."

"Well, I'll tell you right now, Mary, that we have to take the most important things first, and if there is anything more important than the income from your milk, just tell Tom to keep back the milk check for a month and you'll soon realize that it is pretty important. You take the milk checks out of Franklin County and you'll not have many school meetings to attend, because there won't be any money to support them.

What's more, there won't be many shopping trips, or extras. You'll be lucky if you can pay your taxes.

"You see it's this way, Mary, a cooperative that really works, and the Inter-State you know, is one of the oldest and largest and most successful of American cooperatives, markets our milk in a business-like way, and in such a manner as to secure the best possible price and maintain the highest possible product. To do this it must be familiar with world market conditions, it must closely watch legislation to see that tariffs on foreign butter and other dairy products are kept high enough to keep them from coming in and flooding our markets, thus causing a slump in the price of milk.

"These are only a few of the many things that have to be watched by our marketing organization as a part of their daily routine. You know we, individually, are helpless to take care of things of this sort. Our officers and directors and field representatives are on the alert every minute watching our interests, and protecting us in a most efficient manner. We might almost call them the doctors of our industry, because they diagnose our troubles and prescribe remedies, and many times

(Please turn to page 9, column 1)

## Were You Aware

That your Cooperative Community editor, Mrs. Elizabeth McG. Graham, who has been in Europe for the past three months will be back early in November?

Her first visit was in England where she saw their large rehousing projects, visited the London Cooperative Society as well as the Horace Plunkett Foundation. Very interesting was the visit to the Cathedral town of Winchester, with services in one of the most beautiful Gothic Cathedrals.

From here Denmark had a special visit which proved restful, quiet and interesting.

In Finland it seemed quite a world in itself with the rest of the world, even Europe, not even in existence (a feeling due undoubtedly to the rarity of an English newspaper rather than to the national attitude). There are a few remaining indications of their former rulers... high leather boots worn by both men and women are frequently seen on the streets, a few church spires of Russian architecture. Not much more. For the Finns are building a new nation for themselves, in every sense of the word. We are going to hear more about these people, if one can read the signs.

The Scandinavian countries were most interesting, but we are looking forward to the Milk Producers' Review giving you a real picture of these countries from her own pen.

## Thanksgiving

"Let us rejoice that we are at peace with other nations; that the Republic still lives; that the hopes and ideals of democracy are not yet dead.

"Let us be thankful for the joys of ordinary living—the daily rhythm of daily tasks; the goodwill of neighbors, the companionship of friends; the love of dear ones; the inspiration of books; the beauties of forest, mountain, sea and sky; and the serenity of common faith."—Anon.

have to operate and apparently hurt us, in order to help us."

"You certainly are a rooster for your cooperative, aren't you, Ruth? What's more, you've convinced me that you are right. You can count on me to work with you and the organization from now on, and I mean work, too. What did you mean when you said Health, Wealth and Happiness? I can see what you mean by the Wealth idea but where does the Cooperative come in on the Health end of it?"

"Well, you see a really good cooperative feels that to do a good job it is necessary to actually know and understand the real conditions in our farm homes. Here, I have five children and two of them grown before I learned at the annual meeting last year the amount of milk and butter they should have. The Dairy Council has been supplying this information to city folks for years to get them to use more milk, and if we had been going to meetings we too could have known, and look how much we might have saved in sickness and medicine and doctor bills. They have a real health program that we should be using."

"Tom is a delegate this year, suppose we get busy and see if we can't round up four or five carloads from around here. You know, where there is a will there is a way, and if it means as much to us as you say it does, I guess we really owe it to our husbands and our children to go. Where, though, does the Happiness come in? I can see that it means a lot to us to know how our milk is marketed, and to know how to produce the sort of milk that the public demands, and to learn how to increase the consumption of milk right here in our own community as well as in the city. But how do you figure that the Inter-State Cooperative makes us any happier?"

"Don't you see that when we have an assured income and when we are all rosy with health and vitality, that we cannot help but be happy. Our officers and directors and field representatives are all instructed to be on the lookout for opportunities to help whenever they can to bring better living conditions to our farm homes and farm communities. They emphasize in their talks and daily contacts and meetings the necessity of getting along together and doing things together. They believe that children and parents should be happy with each other and should have fun even though they do have to work hard. They believe that organizations should work together, that churches should work together and that we should all cooperate with our local schools and school teachers. They will come and help in any way possible to

## "INTER-STATE WOMEN"

### Women's Own Meeting

There is much for you in the coming Annual Meeting

Wednesday and Thursday, November 18-19

PHILADELPHIAN HOTEL, PHILADELPHIA

Wednesday Morning—10 o'clock

Theme—"Women's Place in the Cooperative"

### Speakers

A. H. Lauterbach—Explaining the new organization to the women  
Mrs. Elizabeth McG. Graham—"Things That Interested Me Abroad"  
Playlet—"She Whistles and She Runs"  
Music—Group singing

### "INTER-STATE" LUNCHEON

Served in a Special Dining Room for men and women

### AFTERNOON—2 O'CLOCK

General Meeting of the Association

Addresses by:—Wendel P. Davis, Manager, New England Dairies  
Dr. F. F. Lininger, Pennsylvania State College

### EVENING—6 O'CLOCK

### "INTER-STATE" ANNUAL BANQUET

### THURSDAY MORNING—9:30 O'CLOCK

Business Session

Demonstration of typical activities by the Philadelphia Inter-State Dairy Council

Final Action on Resolutions

Discussion on and Adoption of Policies for 1937 Work of Cooperative

### "Inter-State" Women's Committee

Mrs. B. H. Welly, Chr.  
Waynesboro, Penna.

Mrs. O. L. Darnell,  
Medford, N. J.

Mrs. H. D. Kinsey,  
Quakertown, Penna.

Mrs. Clayton C. Reynolds,  
Denton, Md. Box 405

Mrs. James Kendall,  
McConnellsburg, Penna.

Mrs. Sue Collins,  
Middletown, Del.

promote the cooperative attitude that must be the foundation of real happiness."

"Goodness, I never expected to be told at this late date that I had so much to learn. I don't know where you got all that information and all that enthusiasm, but you have given me a lot to think about, and I'm not going to take it all out in thinking either. I'm going home and get as many folks as I can on the telephone and then I'm going to get out the old Ford and go see the rest,—we've got only a week, but we can do a lot in a week, not only for the Inter-State Cooperative, but for the HEALTH, WEALTH and HAPPINESS of our families and communities."

### Spirit of Cooperation

The cooperative movement has met with many reverses and failures because of the fact that those who have hoped to reap its benefits have failed to enter into the spirit of the movement.

The spirit of cooperation is not a mere fanciful feeling of brotherhood nor a loose desire to unite with others for the common

good. It involves certain well-defined principles and attitudes.

There must be an existing need for united effort in the achievement of some definite useful purpose.

There must be a careful survey of the existing conditions and factors influencing the project.

There must be a willingness to share both the responsibilities and the benefits on an equitable basis.

There must be a genuine sense of fellowship and understanding. There must be intelligent, honest and faithful management.

There must be united support and patient forbearance in the face of discouragements. These factors constitute the basis for scientific, successful cooperation in either material, social, civic or religious undertakings. *Friends First Day Bulletin.*

No man was ever big enough to do all the thinking for a business.

As pride increases, fortune declines.



# Milk For Millions

THE SECOND HALF of the booklet, "Milk for Millions", is being reprinted in this issue through the courtesy of the Milk Industry Foundation. We hope REVIEW readers enjoyed the first half of the booklet which was reprinted in the October issue. Many favorable comments have been received on the first installment.

## Prices Differ for the Same Milk

The dairy farmer's income depends on the price per quart received for milk according to use and the proportion of his milk that can be sold in fluid form. If a dairy farmer delivered 200 quarts of milk to a plant it is possible that 100 quarts would bring him the fluid milk price while the second 100 quarts would bring the manufacturing, or surplus price, which might be only half the fluid price. Consequently the average price received by a farmer for milk is not as high as the price he receives for milk sold in bottles. The farmer's price for bottled—or fluid milk—generally ranges between 4 cents a quart in some milk sheds to over 6 in a few others. The more milk sold in a bottle, the larger the farmer's milk check.

Two simple illustrations will help to show why this surplus or manufacturing milk brings lower prices than fluid milk. It takes about 10½ quarts of milk to make a pound of butter, and 4½ quarts to make a pound of cheese. If milk made into these



products brought the farmer the fluid milk price, the cost of a pound of butter would be nearly doubled and cheese much higher, not counting the expense of processing, wrapping, packaging, selling and delivery.

As butter is the big outlet for manufacturing or surplus milk, the selling price of butter very much affects the price of all of this milk. The determining factor is essentially the cost of production in the great milk producing states of the middle west. Cost of production in these states is lower than in most sections of the country.

## Dairy Farmers Like Milk in Bottles

Milk bottle economics—a seldom understood subject—can be summarized in this fashion:

First, the dairy farmer receives his highest price for that part of his

milk sold to consumers in fluid form. This price varies considerably from one milk shed to another because taxes, farm wage rates, cost of feed, transportation costs and the like are never uniform.

Second, more milk is usually produced in each city's milk shed than the people in that city consume in fluid form.

Third, the price the dairy farmer receives for this surplus milk used to make butter, cheese and other products depends on the nation-wide selling price of those products. When the price of butter goes up, the farmer receives more; when it goes down, he naturally takes less.

So, farmers want to have as large a portion of their milk sold in bottles as possible because for this they receive the highest price.

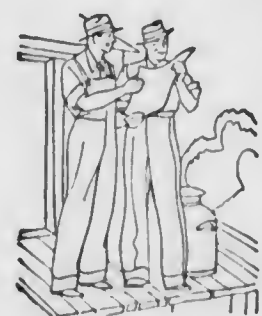
## The A B C's of the Milk Business

Exactly how this comes about is shown in the diagram on the next pages. The figures on which the diagram is based are taken from a report prepared for the milk control board of New York State. This report analyzed one month's operations of 21 milk distributing companies in upstate New York.

Comparisons in this diagram between the average selling prices to consumers and what these milk companies paid for milk are not typical for the United States as a whole.

It is meaningless to attempt to compute any such averages for the

entire United States, because costs of milk production, hauling and transportation costs, taxes, wage rates—both on the farm and in the city—and supply and demand relationships within each milk shed vary materially from state to state and even from city to city. Consequently, prices the farmers receive for milk sold in a bottle and milk companies' costs of operation necessarily differ greatly from city to city. If this reservation is kept in mind, however, the diagram discloses clearly enough why more milk bottles on more doorsteps mean more money—more farm equipment, dresses, autos and the like—for farm families. It is these purchases by farmers that



create more jobs and larger payrolls for people in the towns and cities.

The diagram also shows that the farmer receives much higher prices for that part of his milk sold in fluid form, as special and regular milk, than he does for milk used to make cream or other products. He receives the higher price even though a good share of the milk distributors' fluid milk business is at wholesale in bottles or in bulk for which the milk companies receive anywhere from 2 to 4 cents a quart less than the retail price. The "other products" column includes butter, canned milks and the like along with some cottage cheese and other skim milk products made from the milk left after the cream is separated from the whole milk for bottling or for use in buttermaking.

The percentages beneath each

column show the relative importance of that type of business to these companies' total sales. The column at the extreme right shows the relationship between the average price the milk companies paid for all their milk and their average selling price.

This average price paid for all milk is, of course, lower than the price paid for milk sold in bottles and cannot be compared with the retail price of bottled milk.

The net profit to a milk company amounts to only a fraction of a penny a quart at best. Few businesses are carried on with such a small margin between profit and loss as that of the milkman's.

## 46 Billion Quarts Go to Market

Few people realize how the 46 billion-odd quarts of milk produced annually in this country are used. An analysis shows that about 25% of all of the milk produced annually in the United States never leaves the farms; it is used by farm families as milk and cream, part is made into farm butter and the remainder fed to calves. About 30% is sold to



milk companies for delivery to city people in fluid form. Another 33% is sold to creameries to make into butter. Some 5% is sold to cheese companies; 4% is used for canned milk, 2% for ice cream and the remaining 1% for miscellaneous uses.

## Milk Leads Farm Income

The United States is practically a self-contained unit so far as milk is concerned. The prosperity of dairy farmers depends on the buying power—that is the prosperity—of the city people of the nation, and not on foreign markets, as is the case in cotton, wheat and other farm crops.

From 1930 to 1932, when the farm price of cotton, wheat, corn and most other agricultural commodities dropped to new lows, as consumer purchasing power fell and foreign markets vanished, many distressed producers of other farm products turned to milk production, which meant ready cash. Milk prices had declined less than other farm prices and the milk product manufacturers and milk distributors were still able to supply a market for the farmers' output.

During the low point of the depression in 1932 milk returned a larger percentage of total farm income than any other major agricultural commodity, and farmers' milk prices were nearer the levels of

the "twenties" than those of most other farm crops.

This achievement of the dairy industry becomes particularly impressive when one considers that milk's contribution to total cash farm income rose from 12.9 percent in 1925 to 22.7 percent in 1932.

And today, despite a considerable increase in all types of farm revenue, milk still accounts for about one-fifth of all farm cash. No Federal benefit payments, direct subsidies, processing taxes or production curtailment have ever applied to milk.



## A Story of Accomplishment

To say that milk has long been the most important food to mankind needs no emphasis. Nor have the products derived from milk lacked in public esteem.

The ancient Greeks knew butter. Probably the Arabs first discovered a semi-solid substance in place of the milk they had put in their goatskin saddlebags, and called it cheese.

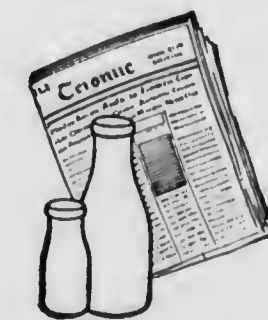
It is known that the first Crusaders learned to prize the sherbets of Saladin, the infidel they came to conquer. His sherbets were the forerunner of modern ice cream. Milk and its products have long been essentials in the diets of most peoples of the world.

And the progress made by science during our generation in acquiring knowledge of nutrition proves that this faith in milk as a food was not misplaced. A generous supply of milk in the daily diet directly contributes toward a high standard of public health.

Today in many other lands milk still reaches consumers in primitive ways—cows may be milked at doorsteps; dogs may pull small wagons carrying milk in kettles; men may hawk their wares through the streets from pushcarts.

But here in America, science, practical experience and organization have created the world's most efficient system of distribution.

Here milk of the highest quality is readily available at the doorstep daily at the lowest possible price.



## Blood Will Tell

"Blood will tell" is an old adage that has a wide and continuous application in every dairy herd. The value of a dairy cow to her owner is dependent mainly upon the amount of milk she will produce in a year, and her milk producing ability in turn is dependent upon her inheritance or the quality of her genetic make-up which, expressed in other words, means the quality of the blood which flows in her veins.

The fact that milking ability in dairy cows is an inherited quality is of extreme importance to every dairy farmer and points the way towards a better and more profitable herd. Replacements are necessary at frequent intervals in every herd and dairymen who are careful to mate their cows with a sire that is better bred than the cows in his herd will have heifer calves coming on that will be better milkers than their mothers when they enter the milking herd. Progress can be made by this means in each cow generation and at no additional expense except a small investment in a good sire.

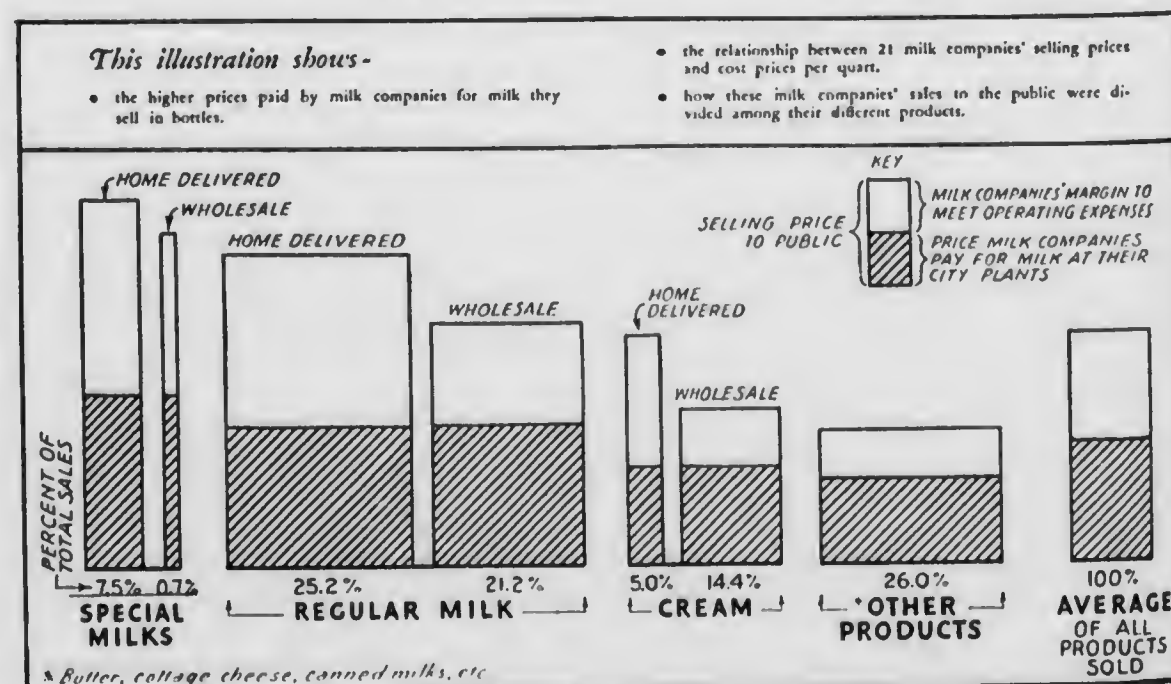
In many communities dairymen are cooperating in the purchase and use of dairy sires through organizing a bull association. In a bull association program three or more bulls are purchased at one time. The bulls are very carefully selected and are placed on farms of members where they are used by one or more farmers for a period of two or more years. An exchange of bulls is made each two years until each bull has completed the circuit.

More than 50 bull associations are operating in Pennsylvania. They provide their members with a constructive, progressive breeding program at a very low cost.

Any dairy community interested in cooperating in a dairy herd improvement program should consider the opportunities provided by a bull association. Consult the county agricultural agent for full details.—E. B. Fitts.

Dr. John W. Bartlett of Rutgers University demonstrated before the Milk Dealers Convention at Atlantic City an "electric eye" apparatus for measuring the color of milk. The "eye", Dr. Bartlett said, grades milk according to color and will become a valuable aid in efforts to develop desirable milk color traits in dairy herds.

The only difference between stepping stones and stumbling blocks is the way you use them.





## Federal Hearing Called On Uniform Milk Prices

THE PUBLIC hearing scheduled by the Agricultural Adjustment Administration on a proposed Federal marketing agreement and order for the Philadelphia milk market is the first positive step toward re-establishing uniform prices to all farmers supplying milk to the Philadelphia market. The hearing is being held on November 5 at 9:30 a.m. at the Philadelphia Hotel, 39th and Chestnut Streets, Philadelphia.

Requests for the hearing were made by the New Jersey and Pennsylvania milk control boards, the Inter-State Milk Producers' Association, and the Allied Dairy Farmers' Association. The hearing will be conducted jointly by the A.A.A. and the milk control boards of the two states. The program which will be considered at the hearing is designed to complement the effort now being made by the Pennsylvania and New Jersey boards in regulating intra-state milk shipments by providing a means of regulating interstate shipments in the Philadelphia area which are beyond the jurisdiction of these two state agencies.

### Would Stabilize Market

It has become clear that without help from the Federal Government, it is practically impossible to get the same prices for all producers supplying the Philadelphia market. Milk produced and sold within Pennsylvania is subject to the price regulations of the Pennsylvania Milk Control Board. New Jersey has similar control over milk pro-

duced and sold within that state. These boards, however, cannot require the payment of these same prices for milk coming from outside their states. As a result, the Philadelphia milk market receives some milk which comes in from other states, especially Maryland and Delaware, at a lower price and this threatens the stability of prices to all farmers selling in the market.

### Would Set Producer Prices

Principal provisions of the proposed agreement and order would govern the establishment of minimum prices to farmers similar to those set by the Pennsylvania Milk Control Board; and the classification of milk into three classes so that distributors may pay producers according to the use made of milk bought. The program would be administered by a market agent who would have Federal authority to verify reports of distributors as to the accuracy of payments made to farmers for each class of milk sold by distributors.

The minimum price established in the agreement and order for Class I milk is \$2.88 per hundredweight delivered at a distributor's plant located not more than 25 miles from the City Hall in Philadelphia. If Class I milk is delivered at, and actually moved from, a distributor's plant located more than 25 miles from the City Hall in Philadelphia, there would be subtracted from the Class I price of \$2.88 per hundredweight, 21 cents, and an amount per hundredweight equal to the rate

approved by the Inter-State Commerce Commission for the movement of milk in tank cars from the railroad shipping point for the plant to Philadelphia. The minimum prices for Class 2 and Class 3 milk would be based on a formula which specifies additions to the average wholesale price per pound of 92-score butter in the New York market reported for the monthly delivery period.

The Philadelphia market is supplied by from 10,000 to 11,000 producers. It is estimated that 72 percent of the supply comes from farmers within the state, 12 percent from Maryland, 9 percent from New Jersey, 6 percent from Delaware, and the remainder from West Virginia and other states.

### Report of the Field and Test Dept., Inter-State Milk Producers' Ass'n

The following statistics show the operations of all the Inter-State Milk Producers' Association field representatives in connection with testing, weighing and general membership work for the month of September, 1936:

	No.
Butterfat Tests.....	2530
Plants Investigated (first half Sept.)	19
(second half Sept.)	8
Calls on Members.....	383
Quality Improvement Calls.....	10
Herd Samples Tested.....	700
Brom-Thymol Tests.....	328
Microscopic Tests.....	217
Membership Solicitation Calls.....	1836
New Members Signed.....	935
Assignments of Stock.....	12
Educational Meetings.....	2
Attendance.....	73
Local Meetings.....	13
Attendance.....	342

### Will Green Manures Increase Yields?

Great differences exist in the value of various crop plants used for manuring purposes. Profitable green manuring will therefore depend on the kind of crop planted. In a carefully conducted 7-year test in New Jersey, comparing vetch, wheat, rye, red clover, sweet clover, alsike clover, and crimson clover, winter vetch increased yields of the following corn crop 25 to 30% in contrast with rye which reduced grain yields 5 to 10%. Both crops were effective in controlling erosion by wind and water, but when turned under, produced distinctly different effects on the succeeding crop. This entire experiment is covered in Bulletin 609, just published by the New Jersey Agricultural Experiment Station, New Brunswick.

She: "Can you drive with one arm?"  
He: "You bet I can."  
She: "Have an apple."

## RESOLUTIONS

A special place on the annual meeting program will be given to a full and free discussion of resolutions. The resolutions committee is scheduled to meet the evening of November 17 for the purpose of discussing these resolutions, eliminating or combining those which are duplicates and developing their recommendations to the delegate body.

Every member, delegate or local who desires to introduce a resolution is urged to write it out in full, sign, and mail by November 14 to the Resolutions Committee, Inter-State Milk Producers' Cooperative, 401 North Broad Street, Philadelphia, Pa.

Such letters will be delivered directly to the committee and will insure thorough study by them. However, resolutions may be turned over to the committee at any time before it makes its report, and as much consideration will be given each one as time will permit.

The resolutions committee is Robert F. Brinton, West Chester, Pa., Chairman; Earl Tull, Seaford, Delaware; A. H. Dean, Hurlock, Maryland; and Alvin Satterthwaite, Cream Ridge, New Jersey.

### At Work

(Continued from page 2)

our offices, see the extensive records which are kept even now and thus appreciate the extreme care and skill necessary in keeping them both accurate and up-to-date. All delegates and members attending the annual meeting on November 18-19 are invited to the office after the close of the meeting. For that matter drop in any time, we will be glad to see you.

Questions have been asked often and will be asked again as to what will become of the old Association.

### The Old Association

Every outstanding share of stock (about 15,000) is a piece of property owned by an individual, a firm, or the estate of a deceased stockholder. There are reserves to cover in full every share of outstanding stock. Therefore, the corporation known as the Inter-State Milk Producers' Association cannot be abandoned. Neither can the officers decide among themselves to return par value on all stock or a pro-rata share of all assets to all members. Action of this kind must have the approval of 51 percent of all outstanding stock.

Experience with other cooperatives which have reorganized as has the Inter-State shows that 2 to 5 years is usually needed to liquidate the old organization, sometimes much longer. This is unavoidable because of the need of doing everything in a legal manner—red-tape we call it.

But the Cooperative will get the attention henceforth. The duty of building and keeping a market is now its full time job. The Cooperative is more than an office and

some officers. These are mere tangible evidences of the organization. The real Cooperative is the 7,000 members and the spirit of working together which exists in the hearts and minds of those members. And that 7,000 will grow—must grow—to 10,000—12,000—or more—until it comprises practically all the milk producers in this milk shed.

### Alfalfa and Clover Seed Shortage Seen

A shortage of alfalfa and clover seed may force some farmers to sow imported seed next year, J. B. R. Dickey, extension agronomist of the Pennsylvania State College, reports.

He explains that all foreign-grown red clover is more subject to winter-killing than clover grown in our northeastern and north central states. Also, he adds, clover from imported seed in some years grows a good first crop but a very poor second crop.

Dickey has sent complete information on the subject to all county agents so that they may answer questions of farmers.

Talk about being narrow-minded! That professor is so narrow-minded that if he was any more so his ears would be on the wrong side of his head.

On mules we find two legs behind And two we find before. We stand behind before we find What the two behind are for.



**ONLY PURINA offers it to You!**

IT HAS NEVER been done before, but from this day on Purina offers you "MORE MILK INSURANCE." Under an ironclad written agreement, Purina assures you of more milk when you feed Purina Cow Chows. This new "MORE MILK INSURANCE" offer provides the way for you to feed your cows the best at no extra cost. See your Purina dealer the next time you go to town. Make application for "MORE MILK INSURANCE" and feed Cow Chows at no extra cost!

### PURINA MILLS

854 Checkerboard Square  
St. Louis, Mo.



### RESERVATION FOR ROOM

at the

## PHILADELPHIAN HOTEL

Send in Attached Coupon at Once

The Inter-State Milk Producers' Cooperative has arranged with the Philadelphia Hotel, Chestnut at 39th Street, for special facilities for delegates and other members attending the annual meeting.

Reservations should be made, if possible, through the offices of the Inter-State Milk Producers' Cooperative. Advance reservations will assure all delegates and members of securing accommodations at the headquarters hotel.

The special rate for rooms, with bath, is \$2.00 per day per person.

Inter-State Milk Producers' Cooperative  
401 N. Broad St., Philadelphia, Pa.

Please reserve room accommodation at the Philadelphia Hotel for the annual meeting at the rate of \$2.00 per day, per person.

Check day of arrival—Nov. 17th ☐ Nov. 18th ☐

Number in party \_\_\_\_\_ Number rooms desired \_\_\_\_\_

Name \_\_\_\_\_

Address \_\_\_\_\_



## Speediest.. Easiest to handle COW CLIPPER World-Famous STEWART CLIPMASTER

Over 90% of the world's clipper users own and PREFER STEWART clippers. CLIPMASTER is faster, cooler running, easier-to-use. Has two to five times as much power as other clippers of this type. Lasts longer. Stays sharp longer. Fan-cooled, ball-bearing motor exclusive Stewart design. Completely insulated in the special EASY-GRIP handle barely 2 inches in diameter. The finest, most enduring clipper ever made for cows, horses, dogs, mules, etc. A \$25.00 value for only \$18.95 complete. 100-120 volts. Special voltages slightly higher. At your dealer's or send \$1.00. Pay balance on arrival. Send for FREE catalog of Stewart electric and hand-power clipping and shearing machines. Made and guaranteed by Chicago Flexible Shaft Company, 4619 Roosevelt Rd., Chicago, Illinois. 47 years making quality products.

### STRANGE » Cuts Costs 80% » Stops Stock ONE-WIRE FENCE

Almost unbelievable and actually amazing how controlled electric current in One-Wire keeps stock confined safely, securely. Proved by five years of successful use. See how it's done. Send for valuable free booklet and 30 day trial offer. Distributors invited.

One-Wire Fence Co., B-122, Whitewater, Wis.

Hear the DAIRY COUNCIL  
Radio Program Sunday Evenings  
**STARS OF THE  
MILKY WAY**  
Station WFIL, 560 Kilocycles  
Every Sunday at 6.30 P. M.

### Commercial Exchange

Classified advertisements will be carried in the Inter-State Milk Producers' REVIEW at the rate of 5 cents a word, \$1.00 minimum per insertion. Each initial and abbreviation counts as one word. Cash with order.

### HORSEMANSHIP

"HOW TO BREAK AND TRAIN HORSES"—A book every farmer and horseman should have. It is free; no obligation. Simply address Beery School of Horsemanship, Dept. 10311, Pleasant Hill, Ohio.

### MILK STIRRER

Amazingly simple-efficient-inexpensive milk stirrer, cooler and aerator for dairy farmers located anywhere. Valuable catalogue free. Two weeks trial. Write Coburn Co., B-122, Whitewater, Wis.

### CLIPPERS SHARPENED

COW AND HORSE clippers sharpened. Enclose 50¢ per set blades mailed. Guaranteed. Prompt service. Stewart and Andis Clippers, Parts and Blades. CREUTZBURG, Dept. D., 119 N. Sixth St., Philadelphia, Penna.



**SUPERSTITIOUS?**  
THEN DON'T SMOKE AROUND A GAS TANK!  
IT'S A SURE SIGN OF A FUNERAL.

## October Production Higher

UNUSUALLY heavy production, considering the season, prevailed during October. Government reports state that the average production per cow for the country was estimated at 12.82 pounds per day on October 1 which was one-quarter pound more than on September 1, and the highest for October since 1928. Pennsylvania production was 17.1 pounds daily, or 1.7 pounds above average; New Jersey 18.5 pounds or .4 above average; and Maryland 14.9 pounds or .1 pound above the October 1 average.

The reports for some of the mid-western states showed even a larger increase over average October 1 production. The increase was 4.7 percent over last year for the country as a whole.

As a result, supplies of milk remained adequate during September and October and it is probable that the extreme shortage which was expected may be less intense than expected. The sharp freeze on October 27-28 is likely to reduce the value of pastures to the point where barn feeding will be needed and with the shortage of hay in this milk shed and higher feed prices in general, milk production will likely fall to a lower level soon and remain there for some time.

No definite reports on the effect of the price increase on consumption have been received. Some scattered inquiries revealed no decrease except possibly in the sections where low-income families predominate. In fact, one group which is in position to know the national situation reports a 1.75 percent increase in consumption in September as compared to August. This report covered a large number of markets in which the price trend was decidedly upward during the past several months.

The Bureau of Agricultural Economics reports 20 markets raising producer prices in October while two markets lowered producer prices. Reports were carried on 126 markets.

The dairy product situation showed some changes during the past month. The amount of butter in storage on October 1 was still well below normal but heavier production almost kept pace with a slightly reduced consumption. Normally, there is a definite reduction in storage supplies during October. Butter prices continued the decline started in September until October 20 when 92-score butter at New York was quoted at 31 3/4¢. The quotation on October 28 was 34 1/2¢, after which the price dropped to 33 1/4 on October 31. The average price for the month was 32.88 cents per pound. The receipts of cream reported at

Philadelphia have dropped sharply of late while the price of approved cream has held at about \$17.00 per 40-quart can of 40 percent cream. Unapproved cream is quoted at \$2.25 to \$3.25 less. About two-thirds of the total supply continues to come from Pennsylvania and Maryland.

OCTOBER, 1936, BUTTER PRICES			
Date	92-Score Philadelphia	Solid Pack New York	Chicago
1	34 1/2	33 1/4	32 1/2
2	34	33 1/2	32 1/2
3	33	32 1/2	31 1/2
4	33 1/2	33	31 1/2
5	33 1/4	32 1/4	31 1/2
6	33 1/4	32 1/4	31 1/2
7	33 1/4	32 1/4	31 1/2
8	33 1/4	32 1/4	31 1/2
9	33 1/4	33 1/4	31 1/4
10	33 1/2	33	31 1/4
11	33 1/2	33	31 1/4
12	33 1/2	33	31 1/4
13	33 1/2	33	31 1/4
14	33 1/2	33	31 1/4
15	33	32 1/2	30 1/4
16	32 1/4	31 1/4	30 1/2
17	32 1/4	31 1/4	30 1/2
18	32 1/4	31 1/4	30 1/2
19	32 1/4	31 1/4	30 1/2
20	32 1/4	31 1/4	30 1/2
21	32 1/4	32	30 1/4
22	33 1/2	33	30 1/4
23	33	32 1/2	30 1/2
24	33 1/4	32 1/4	30 1/2
25	33 1/4	33 1/4	30 1/4
26	33 1/4	33 1/4	32
27	34 1/4	33 1/4	32 1/2
28	35	34 1/2	32 1/2
29	34	33 1/2	32
30	33 1/4	33 1/4	32
31	33 1/4	33 1/4	32
Average	33.39	32.88	31.41
Sept., '36	35.62	34.98	33.94
Oct., '35	29.09	28.09	27.15

### Quality of Grass in Pastures Changed by Use of Fertilizer

Richer soil in pastures makes richer feed for the animals. By applying fertilizers to pasture soils it is possible, in some cases at least, to improve the quality and feed value of the grass plants as well as to increase the yield. This is the result of experiments at the Beltsville Research Center of the U. S. Department of Agriculture.

Livestock men have long known that there is a difference in the nutritive value of grasses growing on different soils and in different sections of the country. The bluegrass pastures of Kentucky are noted for the fine quality of animals that grow in the region.

A farmer's son, just home from school, seemed to take pride in using college slang, and at the breakfast table called out: "Mother, chase the cow down this way!"

Mother was equal to the occasion and remarked to her husband: "Give the poor calf some milk. Don't you hear him bawling for it?"

Common sense is the knack of seeing things as they are, and doing things as they ought to be done.

Be glad and rejoice in the other fellow's success—study his methods.

Pretending to be rich keeps some people poor.

### Sports vs. Education

(Continued from page 8)

"Do you mean that?" asked the umpire. "Yes," replied the catcher. "Thanks, I appreciate that." "The crowd applauded and the umpire walked to the sideline and said, 'Ladies and gentlemen, that's the way the game should be played. We have been all wrong in encouraging boys to get away with things instead of helping them to be honest and fair and generous in their games.'"

"These examples give us a picture of how students wish to play; if a pupil steals or is dishonest in the classroom, everyone is concerned, but if his behavior on the athletic field outrages the same principles they may consider him clever."

The great football season is at hand. Boys have been urged to enter the game for the honor of their school. Parents have consented (sometimes reluctantly) hoping that all that is promised will be accomplished, knowing the boy needs more social contacts, to learn to be a good loser as well as a good winner.

We talk of a better social order—if we achieve this, it will be because honesty, fair play and generous human consideration will govern our actions in politics, in commerce, in every branch of life and in sports.

### Cooperative Plans Its First Annual Meeting

(Continued from page 1)

recently from a European trip where he studied several phases of the co-operative movement. Special attention was given consumer co-operatives and their effect on the dairy industry. This promises to be enlightening and interesting.

How a greater use of milk is encouraged will be the theme of a demonstration given by the Philadelphia Inter-State Dairy Council on the second morning's program. This educational organization reaches 33,000 people—men, women and children—every month, bringing to their attention the economy, food value and health value of milk and milk products. Their demonstration will show a few of the many means used to make more people want to use more milk.

A special program for the wives

and daughters of members is planned for Wednesday morning with the women attending the main program at all other sessions. Details of the women's program will be found on page 9.

Banquet plans include accommodations for about 600 persons. This event will also be in the Philadelphia Hotel with doors of the banquet hall open at 6:00 p. m. There will be no "talking shop" on this program which will include the toastmaster and one speaker—Dr. Samuel Steinmetz of Trenton, New Jersey, who has a wide reputation for his ability to combine wit and wisdom into an inspirational talk. Entertainment is included on the banquet program and a social hour for members and their friends will follow.

The Philadelphia Hotel offers many advantages as a meeting place. It is in West Philadelphia, away from the congested areas with ample parking areas near by.

The Market Street Elevated has a station at 40th and Market, two blocks away, and trolley line 31 brings visitors to 39th and Market, just one block away. Bus line D to the downtown section stops in front of the hotel and on the return trip stops at 39th and Walnut, one block south.

Those who drive will find the Philadelphia Hotel easy to reach. Coming in on Woodland Avenue (from Delmarva) or on Baltimore Pike, turn north on 41st Street to Chestnut, then east to the hotel. Those coming in on Lancaster Pike turn south at 40th Street to Chestnut and one block east. Those coming in on Ridge or Bethlehem Pikes, cross City Line Bridge, down City Line Avenue, turn left on Belmont Avenue through Fairmount Park, left on Lancaster Avenue and then south (right) on 40th Street to Chestnut. For those who may come down Broad Street or come from across the Delaware River Bridge, it is suggested they go west on Market Street to 39th, then south one block to the hotel or west on Walnut Street to 39th, then north one block.

There is a large parking lot especially for hotel guests on Chestnut Street about one-half block west of the hotel. Those who wish to use this lot should approach it from the west as Chestnut Street is limited to east-bound traffic. Likewise Walnut Street (one block south) is limited to west-bound traffic. Fortieth Street is limited to south-bound traffic.

### BANQUET SEAT RESERVATIONS

In order to avoid confusion regarding the seating of our members and guests at the Annual Meeting Banquet on November 18, we urge that tickets be purchased in advance so seating arrangements may be planned and provisions made for all who desire to attend.

Each banquet ticket carries a detachable stub, covering a request for seat reservations. Groups wishing to be seated together must mail or present their stubs as a group. This stub must be returned completely filled out to the home office of the Cooperative not later than November 13 so that proper seats may be assigned. Table assignments will be available at a special desk the day of the banquet.

After November 13 tickets can be purchased at the Cooperative offices or at the hotel. Tickets are \$1.50 each which includes entertainment program.

Make your reservations at once in order to avoid disappointment.

THE BANQUET COMMITTEE.

**NEW** Andis Electric ANIMAL CLIPPER **FASTER...MORE POWERFUL** Only \$17.50 POST PAID

Get a new improved Andis (the original animal clipper) at the lowest price in history. It's easier to operate, weighs less on the animal, you merely stifle it. Has a more powerful fan cooled and dust sealed motor. Blades quickly interchangeable for clipping all kinds of animals. Choice of leading hairdressers, breeders, hunt clubs and army men everywhere.

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INCORPORATED

WEST CHESTER, PA.

### Members' Exchange

The REVIEW is your paper. You may use its columns without cost to tell other Inter-State members what you have for sale. Use it for listing calves, cows, horses, poultry, or any livestock, seeds, hay, fence posts, used farm equipment, help wanted, supplies or cows wanted, etc. This offer is not open to dealers or agents even though they may be members but is designed to help members dispose of their own products.

A four-line limit (about 30 words) in this type size is permitted each member in any one issue, this space to include member's name and address. Notice must reach our office by the 27th of the month preceding date of issue.

For Sale: Two Ayrshire Bull Calves. Splendid individuals. Man of War breeding. Herd Tuberculin Accredited. Negative to blood test. Walter V. Spessard, Smithsburg, Md.



## Duryee Discusses Regulations

**I**F A YARDSTICK must be applied to the milk industry by regulating bodies, the yardstick must be honest—it must be 36 inches long and not 24," said William B. Duryee, Secretary of Agriculture for New Jersey, speaking before the International Association of Milk Dealers.

"Regulatory acts effecting the milk industry have 'grown' like Topsy," he said, "and responsibility for administration has been scattered in many government agencies. This is a distinct handicap to fair, impartial and effective direction. All of these acts can be classified into either health or economic classifications. Public confidence and good-will are stimulated by consolidation and coordination of these functions into a minimum number of agencies. Municipal regulations of a discriminatory or confiscatory nature should be subject to review by a competent state agency. Overlapping and duplication of inspection are not conducive to public confidence in the real objectives.

### "Votes" May Influence

"Political preference and deference are almost certain to be shown to those groups which control most votes. Hence, distributors come in third where the public interest is involved. Frankly, this sort of propaganda attack is most effective when public confidence in and good-will toward distributors is at a low ebb. It is a factor that must be reckoned with in these days of public service aspects of the industry, and the only way I know of to combat it is through the presentation of facts, supplemented by a continuous program of good-will building so that the agitator may find he has an unpopular issue, or rather no issue.

"Frequently the threat of municipal distribution accompanies these outbursts to be used as a 'yardstick' for measuring reasonable costs of distribution. It is far better strategy and more stimulative to public good-will to encourage such efforts rather than to discourage them. Competition is very keen in milk distribution, but most public opinion is to the contrary. No honest municipal yardstick need be feared by any



## in Better Feed Service—

**O**UR first concern in making Beacon Dairy Rations is to produce feeds that will insure maximum production. Because we know that you cannot make a full measure of profit without heavy production.

When we started making feeds back in 1918, we laid down the strict rule that every ingredient used in Beacon Rations must be of first quality and must contribute a definite feeding value. That all ingredients must be carefully blended according to the latest scientific research and the soundest feeding experience.

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Thousands of dairymen know from actual experience with our feeds that it pays to get the plus value of Beacon quality. If you have never used Beacon Dairy Rations, we urge you to try them. Match their results against those from any other ration. Check their results against their cost. We think you will find Beacon by far the cheapest to feed when judged on this basis.

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THE BEACON MILLING CO., INC.  
Cayuga, N. Y.



# BEACON Feeds

honest dealer any more than he fears his private competitors.

"I say 'honest' yardstick advisedly. If the yardstick, so-called, is only twenty-four inches long, or some other capricious length, because losses are to be made up by public taxation, then it is unfair. In these days of agitation for reduced taxes the public will not take kindly to footing a bill for someone's pet project or political stepping-stone."

A clock watcher never becomes the man of the hour.

### Hate—the Destroyer

Hate never raised a price nor built a route.

Hate eats into the hater and destroys him.

Don't hate your neighbor, he is trying to do what you are trying to do.

Don't hate the distributor, don't hate the co-operative; they are agents—tools—for use. Sharpen them when they get dull; replace them when they wear out.

The hatefulest word in the dictionary is "Hate."

—The California Milk News.

## INTER-STATE MILK PRODUCERS' COOPERATIVE

### Annual Meeting

November 18-19

It Is Your Meeting—Plan to Attend

# INTER-STATE Milk Producers

ISSUED MONTHLY IN THE INTEREST OF THE DAIRY FARMER

Vol. XVII

West Chester, Pa., and Phil.

ITHACA, N. Y.  
N. Y. State College of Agric.  
Agric. Econ. & Farm Mgt. Dept.  
No. 8



### Board of Directors, Inter-State Milk Producers' Cooperative, 1936-37

Seated left to right: H. B. STEWART, Alexandria, Pa.; E. H. DONOVAN, Smyrna, Del.; J. W. KEITH, Centerville, Md.; FREDERICK SHANGLE, Trenton, N. J.; F. P. WILLITS, Ward, Pa.; B. H. WELTY, Waynesboro, Pa.; A. R. MARVEL, Easton, Md.; D. E. WITHERSPOON, Chambersburg, Pa.; E. M. CROWL, Oxford, Pa.

Standing left to right: H. K. MARTIN, Goodville, Pa.; FRED H. BLEILER, New Tripoli, Pa.; J. M. WHEATLEY, Federalsburg, Md.; CHAS. R. HIRES, JR., Salem, N. J.; J. GARFIELD MATTHEWS, Anselma, Pa.; M. L. STITT, Port Royal, Pa.; RALPH E. BOWER, Chesapeake City, Md.; J. D. REYNOLDS, Middletown, Del.; S. W. STEARLY, Collegeville, Pa.; H. W. WICKERSHAM, Kelton, Pa.; KENZIE S. BAGSHAW, Hollidaysburg, Pa.; ALVA SHUSS, Everett, Pa.; JOS. S. BRIGGS, Yardley, Pa.; JOHN CARVEL SUTTON, Kennedville, Md.

### Executive Committee

E. H. DONOVAN  
J. W. KEITH

A. R. MARVEL  
FREDERICK SHANGLE  
M. L. STITT

B. H. WELTY  
H. W. WICKERSHAM

### Officers, 1936-37

President, B. H. WELTY  
Vice-President, A. R. MARVEL

Secretary, I. RALPH ZOLLERS  
Assistant Secretary, H. E. JAMISON

Treasurer, F. M. TWINING  
Assistant Treasurer, F. P. WILLITS

General Manager, A. H. LAUTERBACH

## ANNUAL MEETING SPECIAL NUMBER

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# 1936 Meeting Makes History

## Discussions Active and Free

### Delegates Set Future Plans

A GREAT meeting" was the practically unanimous comment on the 1936 delegate meeting—the first annual meeting of the Inter-State Milk Producers' Cooperative. Total registration for regular sessions reached 403 with a few guests unregistered. The meeting room was taxed to capacity at the afternoon session of the first day.

Those were two busy days—packed with interest—and they contained many spirited discussions. The members and delegates were there to get the facts and to get all the information available about the Cooperative and the Philadelphia market. They got it. What's more, they showed the need for a more comprehensive collection of facts about the whole market situation. This is clearly one of the first new jobs of the Cooperative.

#### The Hows and Whys Asked

Milk control, the work of locals, Dairy Council, public relations—all came in for discussion. The how and why of these subjects were laid open, their values scanned, their future discussed.

What is more important, the delegates and other members present did most of the discussing. Officers and employees supplied facts when needed and opinions only when facts were lacking.

The scheduled program on the first day of the meeting, November 18, moved forward rapidly. The mayor was out of the city and, therefore, his address of welcome was omitted. Reports of the President, Secretary, the field and test department, and the financial statement as given by the certified public accountant, were brief and to the point. These officers' reports and the summary of the financial statement of the Inter-State Milk Producers' Association are given on other pages of this issue.

#### The Dairy Council

The report of 1936 work of the Philadelphia Inter-State Dairy Council was given by C. I. Cohee, executive secretary. This report is also given on other pages. The accountant submitted the financial report of the Dairy Council. These reports aroused considerable discussion as many of the delegates did not understand the set-up of the Council or exactly what its functions

are. It was evident as the meeting progressed that the delegates approved these efforts to increase the use of milk and wanted to understand more clearly the business structure of the Council.

Women held an Inter-State meeting of their own on Wednesday morning. A brief summary of the program appears on page 14 with more complete reports to appear in the January issue.

The afternoon session opened with a report of Secretary I. Ralph Zollers on the attendance of delegates with 129 out of 135 present.

General Manager A. H. Lauterbach outlined to the delegates and members the reasons for the Cooperative and why a change from the old Association was needed. The problems confronting producers selling in other markets within the Philadelphia milk shed were elaborated upon and the progress made at Wilmington and Trenton reported. Building up of a reserve fund, collecting statistical information, milk hauling, local "complaint" committees and the future of milk control were all touched upon. His complete report will be found on pages 11 and 12.

#### New England Methods

That there is no occasion to guess as to what milk producers can do by working together was shown by the report of what organized dairymen in New England have done. This was told by W. P. Davis, general manager of the New England Dairies and the New England Milk Producers' Association. There are many points of similarity between the greater Boston milk shed and the Philadelphia milk shed. There are also many features of the New England Milk Producers' Association set-up which are included in our own Cooperative. It is true that the New England group has gone farther in the actual handling of milk than is contemplated in our own case, yet if such should become necessary or advisable for us, we can visualize, to some extent at least, how it might work out. Mr. Davis' talk appears in full on pages 18 and 19.

There appears to be a certain amount of conflict in northern European countries between marketing cooperatives and consumer cooperatives, according to the report of Dr. F. F. Lininger, professor of agri-

cultural economics at Pennsylvania State College. Dr. Lininger followed Mr. Davis and gave us some of his observations on the cooperative movement in Europe as seen by him while on a special study over there last summer. (See pages 20 and 21.)

All resolutions were read to the delegates at this session without comment or discussion. This was followed by the announcement of the result of the election of directors as reported to the secretary of the Cooperative by the secretaries of each of the 22 districts. The directors were introduced to the meeting at the same time.

#### Banquet Avoids Business

The banquet on the evening of November 18 was a pronounced success in spite of the banquet hall being filled to the doors. About 530 attended and everyone got plenty of laughs out of the talk given by the one and only speaker, Dr. Samuel Steinmetz of Trenton, New Jersey. This was followed by a brief entertainment program supplied by the management of the Philadelphia hotel. Dancing followed for all who wished to participate.

What the Dairy Council does and how it does it was shown in a demonstration which opened the Thursday morning program. Mrs. Clifford Goldsmith dramatized the amount of work done in one day by Dairy Council workers. She used November 4, showing how many meetings were held on that day, telling where they were held and what kind of groups were reached, how many persons attended, and the amount of literature distributed. To this was added the contacts with the public made at the Dairy Council office.

#### Demonstrations

Next followed a puppet show given by Miss Marjorie Topliss and designed for primary school children—which dramatized the use of milk. The aim of this work is to get such children to become steady and liberal users of milk. This was followed by a demonstration of another type of meeting, requiring different technique to be effective, that of a food demonstration before a women's club meeting. It was given by Miss Kathleen Webb. Because of lack of time only the high points were touched of what

such a demonstration featuring dairy foods would normally include.

Next followed action on the resolutions as presented to the resolutions committee and brought before the delegate body by that committee for action. All approved resolutions appear on pages 15 and 16.

The final business session was devoted to a discussion of policies of the Cooperative. Here again discussion was free and to the point. Delegates showed their sincerity by looking toward the future of the organization. They showed no real differences of opinion as to the goal of the Cooperative but exchanged ideas as to how we might best reach that goal of one strong, effective organization.

#### Funds for Districts

The delegates approved a resolution made from the floor that 50 cents per member per year be allocated to each district for use of the district and the locals in the district.

The matter of policy on future state milk control legislation was brought up and there seemed to be a wide divergence of opinion as to how valuable state control has been or can be. The discussion got around to "permissive" control as contrasted to compulsory control. This struck favor with the delegates,

resulting in the making and passing of a resolution that if it is felt advisable to continue milk control in Pennsylvania, the Cooperative officers should work toward making such control permissive. The opinion was expressed that perhaps legislation of this type would be desirable also in Delaware.

#### Milk Board Comments

Milk control officials who were present in the audience were then called upon. Howard Eisaman, chairman of the Pennsylvania milk control board, outlined that board's policies and stressed the difficulty, even impossibility, of pleasing everyone. He said, "We hold ourselves ready at all times to amend these orders to meet the needs as best we can."

John V. Bishop, a member of the New Jersey Milk Control Board, seemed to agree with Mr. Eisaman on many points, also stating, "Until organizations like this (Inter-State) get stronger so that they can carry the load themselves, I think there would be serious consequences if control were withdrawn."

Speaking of the proposed Federal order on interstate shipments of milk, Henry Hoffman of the AAA said, "We are going to do anything we do on the basis of fairness."

## Directors Hold Meetings

### Old Board Finishes Business

### New Board Organizes

THE BOARD of Directors of the Inter-State Milk Producers' Association met at the Philadelphia Hotel at 7:00 p.m. on November 17 with all members present except Ira J. Book, John Bennetch, S. K. Andrews and I. V. Otto.

The By-laws of the Association were amended to reduce the size of the Board of Directors to seven and to simplify the system of electing directors so that nominations and election will take place at the annual meeting of the Association. (Not to be confused with the new Cooperative. The Association must maintain offices until final dissolution.)

The Board then adopted a motion that all outstanding stock of the Association be offered for redemption at par value as soon as practicable.

A thorough discussion followed as to proper procedure in transferring property and responsibility for services to the Cooperative. A legal contract previously drawn up by the Association's counsel was read,

discussed and approved by proper motion.

The directors voted to participate as an organization in a forthcoming celebration marking Pennsylvania's addition to the list of states made free of bovine tuberculosis. A donation of \$100 was made.

The directors present signed resignations from the Association's Board of Directors to be effective at the Association's annual meeting on December 7.

#### Cooperative's Board Meets

Following adjournment of the Association's Board meeting, the meeting of the Board of Directors of the Inter-State Milk Producers' Cooperative was called to order. Routine business was taken care of, following which the Board, through formal resolution, instructed the Cooperatives' officers to approve the contract transferring certain properties and the obligation for certain services from the Inter-State Milk

Producers' Association to the Cooperative.

#### New Board Organizes

The newly elected Board of Directors of the Inter-State Milk Producers' Cooperative met immediately after the November 18th delegate meeting recessed for the day and drew up a resolution setting salaries for Board members for presentation to the delegate body for action at its next day's session. (See page 15 for resolution.)

The Board met on regular call at 4:00 p.m., November 19, for the purpose of organizing and taking care of such business as might properly come before it. Officers and an executive committee were elected. (See page 1 for names.)

The Board instructed A. H. Lauterbach and/or I. Ralph Zollers to vote all stock in the Inter-State Milk Producers' Association which has been assigned to the Cooperative at the forthcoming annual meeting of the Association. It was decided by the Board that the dues of 50 cents per year per member which had been voted by the delegates to go to Districts be paid in two equal installments, in January and in July. Regular meetings of the Board of Directors will be held on the first Thursday of alternate months with regular meetings of the executive committee on the first Thursday of intervening months.

### Tune in WFIL Stars of the Milky Way

Sponsored by the Dairy Council  
Sunday Evenings 6:30 to 7:00  
Set Your Dial at 560 Kilocycles

### Government Grading of Butter Increasing

The growing popularity of the butter-grading service of the Bureau of Agricultural Economics is revealed by inspection figures covering the year ended June 30, 1936. More than 242,000,000 pounds of creamery butter were graded for quality during this period, an increase of nearly 10 percent over the preceding year.

Butter graded last year was about 15 percent of the total creamery butter production in the United States, and about 40 percent of all butter of 92 and 93 score quality. Total production of 92 and 93 score butter is estimated at about 500,000,000 pounds a year.

Stretching the truth won't make it last any longer.



## INTER-STATE MILK PRODUCERS REVIEW

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Protect Your Home  
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CHRISTMAS SEALS

### Guest Editorial

Some farmers will sign a cooperative contract if they think it is a death degree for the middleman. Others will sign if they imagine it is like writing a letter to Santa Claus. Still others will put their John Henry on a contract if they believe they are going to be able to hold up the consumer. But the only farmer who counts in a cooperative is the fellow who signs up in full realization of the fact that he is going into business and that he is going to get results only by doing his full share of the job.—Coubell.

### Dairy Conference

The Northeastern Dairy Conference will hold its next annual meeting in Baltimore, Maryland, on January 27-28, 1937. More details will be given in the January REVIEW. The 1936 annual meeting was held in Philadelphia last January.

### Twining Confined By Illness

The many friends of Frank M. Twining will regret to hear of his illness which will confine him to his home for several weeks. Mr. Twining is Treasurer of the Cooperative and supervises the activities of the organization's field representatives.

A heart attack during the evening of the first day of the annual meeting left him in a serious condition, but as we go to press on December 1 we are glad to report that his condition is greatly improved. Rest and quiet are the principle ingredients of the prescription for his recovery.

### Dollar Value of Canadian Trade Grows

Exports of farm products to Canada during the first nine months of the United States-Canadian trade agreement (January - September 1936) amounted to \$36,000,000 in value compared with \$30,000,000 during the corresponding period of 1935, according to the Bureau of Agricultural Economics.

Exports of farm products on which no duty reductions were obtained amounted in value to \$22,385,000 compared with \$19,937,000 during the corresponding period last year.

United States imports of Canadian farm products during the nine months amounted in value to \$66,320,000 compared with \$44,137,000 during the corresponding period of 1935.

The value of imports from Canada of farm products on which no duty reductions were granted in the agreement amounted during this period to \$52,571,000 compared with \$37,407,000 the year before.

### May Sell Livestock Cooperatively

Inter-State members may now sell their livestock cooperatively, as well as their milk. Three outlets are available—Lancaster, Baltimore and Jersey City—at each of which places the Eastern Livestock Cooperative Marketing Association operates a cooperative commission service. Many parts of this firm's business have increased as much as 500 percent in 10 months of 1936 as compared to 1935.

Being run by farmers and for farmers there is no danger of discarded cows consigned to this organization ever being resold for dairy purposes. Every common type of meat animal is handled by them.

### "Permissive" Milk Control

What kind of milk control, if any, will be best for milk producers in the Philadelphia milk shed? That question was given a lot of discussion at our Cooperative's annual meeting, November 18-19.

Some seemed to want absolute control. Others favored no control by statute.

But it seemed that "permissive" control appealed to almost everyone present.

Permissive milk control if established by law, would set up a board, a commission or an administration—either state or Federal, perhaps both—which would make it possible for the majority of producers and dealers, or the majority of producers alone, supplying milk to any certain market to ask for, and get, legalized control over that market if they wanted it.

If they did not want it, there would be no control. If they had control and changed their minds about its value, the control could be discontinued.

Such control might be comprehensive or it might consist mainly of legalized arbitration powers with authority of enforcement.

Will such a program fit the needs of this milk shed? Think about it. Talk about it. Remember that the Congress and our legislatures meet this winter and milk control laws will be up for action. Help them enact laws that will suit you.

### Inter-State Milk Producers' Cooperative

Incorporated  
401 N. Broad St., Philadelphia, Pa.

#### OFFICERS

B. H. Welty, President  
A. R. Marvel, Vice-President  
I. Ralph Zollers, Secretary  
F. M. Twining, Treasurer  
H. E. Jamison, Assistant Secretary  
F. P. Willits, Assistant Treasurer  
A. H. Lauterbach, General Manager

#### Directors 1936-37

1. S. W. Stearly, Collegeville, Pa.
2. Frederick Shangle, Trenton, N. J. R. 2
3. J. Milbourn Wheatley, Federalburg, Md.
4. J. W. Keith, Centerville, Md.
5. Fred W. Bleiler, New Tripoli, Pa. R. 1
6. H. K. Martin, Goodville, Pa.
7. J. Garfield Matthews, Annapolis, Pa.
8. J. D. Reynolds, Middletown, Del.
9. Ralph E. Bower, Chesapeake City, Md.
10. E. M. Crowl, Oxford, Pa.
11. E. H. Donovan, Smyrna, Del.
12. H. B. Stewart, Alexandria, Pa.
13. Howard W. Wickersham, Kelton, Pa.
14. M. L. Stitt, Port Royal, Pa.
15. Jos. S. Briggs, Yardley, Pa.
16. John Carvel Sutton, Kennedyville, Md.
17. Kenzie S. Bagshaw, Hollidaysburg, Pa.
18. Alva Shuss, Everett, Pa.
19. A. R. Marvel, Easton, Md.
20. Charles R. Hires, Jr., Salem, N. J.
21. B. H. Welty, Waynesboro, Pa.
22. D. E. Witherspoon, Chambersburg, Pa. R. 5
23. Honorary Life Member—F. P. Willits, Ward, Pa.

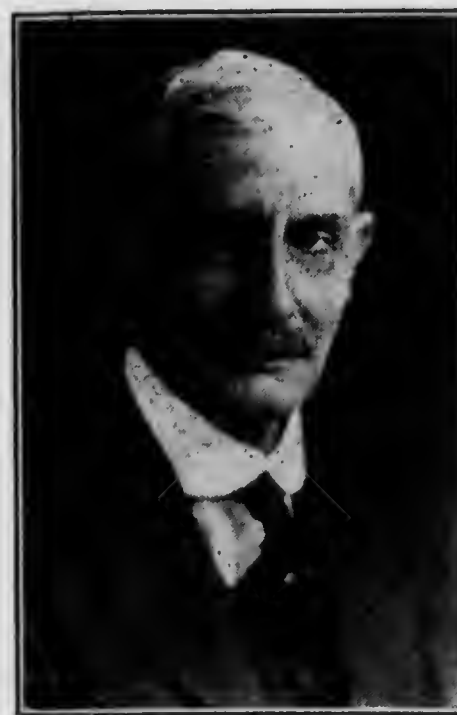
#### Members Executive Committee

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E. P. Bechtel, Trappe, Pa.  
C. E. Cowan, Lancaster, Pa.  
E. C. Dunning, Chambersburg, Pa.  
Floyd R. Ealy, Broomall, Pa.  
O. S. Havens, Williamsburg, Pa.  
H. D. Kinsey, Quakertown, Pa.  
J. T. Plummer, Salem, N. J.  
C. Reynolds, Denton, Md.  
D. W. Winter, Philadelphia, Pa.

## "Daddy" Willits Elected Honorary Life Member

RECOGNITION of work well done—of valuable services rendered—was extended Frank P. "Daddy" Willits from two distinct sources during the past month.

Daddy was one of three men who were selected for special honor at the twentieth annual meeting of the National Cooperative Milk Producers' Federation, held at St. Paul, Minnesota, on November 9-11. He was honored with an "award of



P. "Daddy" WILLITS

distinction" for the work he has done for that body during its 20 years, work which has had a wholesome effect upon the dairy industry of the entire nation. Daddy was treasurer of the Federation for many years and also served on its Board of Directors most of that time. In addition, he was elected an honorary life member of that organization's Board of Directors.

Similar honors were given to Judge John D. Miller of Susquehanna, Pa., and T. L. Haecker of Minnesota. Daddy Willits and Judge Miller are both 80 years of age, Mr. Haecker is 90.

When the resolution was read at the meeting of our own Inter-State Cooperative proposing that Daddy be made an honorary life member of the Cooperative's Board of Directors it was greeted with a burst of applause. When the vote was called, another round of hearty applause showed that our own Daddy Willits holds a special place in the hearts of our leading milk producers. The resolution was passed unanimously.

It would be futile to attempt a complete summary of what Daddy has done for the dairymen and other farmers of the Philadelphia milk

shed and the rest of Pennsylvania. Suffice to say that he was the moving spirit 20 years ago when the Inter-State Milk Producers' Association was organized. He was its first President and served as a Director and as a member of the executive committee during that entire period. In addition, he was Pennsylvania Secretary of Agriculture for four years, is now Treasurer of the Pennsylvania State Grange, and gave the work of organizing the Inter-State Milk Producers' Cooperative his whole hearted support.

Daddy, we are glad that the delegates have recognized your worth in such splendid manner and have made it possible for us to have your advice and counsel at any and all times.

*We are forced, because of lack of space, to hold until the January issue of the REVIEW, a comprehensive article on the annual meeting of the National Cooperative Milk Producers' Federation which was held at St. Paul, Minnesota, November 9-11.*

### AAA Buys Dry Skim Milk

The Agricultural Adjustment Administration announced on November 20 that awards for the purchase of 2,002,100 pounds of dry skim milk for relief use have been made to nine manufacturers. The awards were made on the basis of bids submitted.

To reach the bottom, let go. To reach the top one must climb.

Genius is partly inspiration, but mostly perspiration.—THOS. EDISON.

### Classification Percentages—October, 1936

#### PENNSYLVANIA—OCTOBER 1-11

Dealer	Class I	Class IA	Class II	Class IIC	"A" Bonus
Abbotts.....	80.3	2.2	8	9.5	68.8% of Class I
Baldwin (A).....	85	15	—	—	79% of Production
(B).....	80	20	—	—	
Breuninger.....	82	10	—	8	64% of Production
Delchester.....	82	18	—	—	
Harbison.....	89	7	—	4	60% of Production
Martin Century.....	90	10	—	—	81% of Production
Scott-Powell.....	69	20	8	3	78% of Production
Supplee.....	77	13	10	—	57% of Production
Wawa.....	89	11	—	—	30% of Class I
Meyer's.....	80	20	—	—	92%

#### PENNSYLVANIA—OCTOBER 12-31

Dealer	Class I	Class II	Class III	"A" Bonus
Abbotts.....	84.88	13.12	2	68.8% of Class I
Baldwin (A).....	88	12	—	79% of Production
(B).....	73	27	—	
Breuninger.....	84	11	5	62% of Production
Delchester.....	89	11	—	
Harbison.....	89	7	4	60% of Production
Martin Century.....	90	10	—	81% of Production
Scott-Powell.....	75	22	3	83% of Production
Supplee.....	77	23	—	57% of Production
Wawa.....	87	13	—	30% of Class I
Meyer's.....	80	20	—	83%

#### MARYLAND AND DELAWARE

Dealer	Class I	Class II	Class III	"A" Bonus
Abbotts.....	83.2	12.1	4.7	
Fraims.....	77	23	—	
Harbison.....	89	7	4	65% of Production
Scott-Powell (Oct. 1-11).....	69	28	3	83% of Production
Scott-Powell (Oct. 12-31).....	75	22	3	57% of Production
Supplee.....	77	23	—	

#### NEW JERSEY

	Norm	Cream	Excess
Abbotts (A).....	100	—	Balance
(B).....	78.5	21.5	Balance
Castanea (A).....	82	18% of Norm	Balance
(B).....	91	44% of Excess	Balance
Scott-Powell.....	100	9% of Norm	Balance
Suburban (A).....	88	44% of Excess	Balance
(B).....	95.5	12	—
Supplee.....	100	4.5	—
		—	Balance



## Milk Prices—October, 1936

### Weighted Average Prices Paid by Dealers for 3.5% Grade B Milk

Dealer	Delivery Point	Mile Zone	Average Price	
			Oct. 1-11	Oct. 12-31
Supplee-Wills-Jones	Bedford, Pa.	261-270	\$2.11	
Harbisons	Brandtsville, Pa.	121-130	2.28	
Harbisons	Byers, Pa.	31- 40	2.37	
Harbisons	Carlisle, Pa.	131-140	2.28	
Harbisons	Centerville, Md.	91-100	2.24	
Supplee-Wills-Jones	Chambersburg, Pa.	151-160	2.17	
Supplee-Wills-Jones	Chestertown, Md.	81- 90	2.16	
Scott-Powell	Clayton, Del.	61- 70	\$1.92	\$2.26
Abbotts	Coudersport, Pa.	331-340	1.89	2.24
Abbotts	Curryville, Pa.	251-260	1.92	2.27
Scott-Powell	Dagsboro, Del.	131-140	1.87	2.21
Supplee-Wills-Jones	Duncannon, Pa.	121-130	2.22	
Abbotts	Easton, Md.	101-110	2.19	
Abbotts	Goshen, Pa.	61- 70	2.07	2.42
Supplee-Wills-Jones	Hagerstown, Md.	181-190	2.10	
Supplee-Wills-Jones	Harrington, Del.	91-100	2.16	
Supplee-Wills-Jones	Huntingdon, Pa.	201-210	2.16	
Harbisons	Hurlock, Md.	121-130	2.22	
Abbotts	Kelton, Pa.	41- 50	2.08	2.42
Abbotts	Kempton, Pa.	81- 90	2.05	2.41
Supplee-Wills-Jones	Kennedyville, Md.	71- 80	2.16	
Harbisons	Kimberton, Pa.	31- 40	2.37	
Martin Century	Lansdale, Pa.		2.48	
Supplee-Wills-Jones	Leaman Place, Pa.	51- 60	2.26	
Supplee-Wills-Jones	Lewistown, Pa.	161-170	2.17	
Scott-Powell	Longsdorf, Pa.	141-150	1.96	2.25
Sypherd Dairies	Lyndell, Pa.	31- 40	2.43	
Harbisons	Massey, Md.	61- 70	2.24	
Supplee-Wills-Jones	Mercersburg, Pa.	181-190	2.17	
Harbisons	Millville, Pa.	151-160	2.24	
Supplee-Wills-Jones	Moorefield, W. Va.	291-300	1.98	
Supplee-Wills-Jones	Mt. Pleasant, Del.	41- 50	2.17	
Supplee-Wills-Jones	Nassau, Del.	121-130	2.14	
Scott-Powell	New Holland, Pa.	61- 70	2.05	2.33
Abbotts	Oxford, Pa.	41- 50	2.08	2.42
Abbotts	Philadelphia, Pa.		2.31	2.70
Baldwin Dairies	Philadelphia, Pa.		2.36	2.57
Breuninger Dairies	Philadelphia, Pa.		2.34	2.68
Gross, Chas.	Philadelphia, Pa.		2.38	2.71
Scott-Powell	Philadelphia, Pa.		2.26	2.58
Supplee-Wills-Jones	Philadelphia, Pa.		2.52	
Abbotts	Port Allegany, Pa.	321-330	1.90	2.24
Scott-Powell	Pottstown, Pa.	41- 50	2.06	2.33
Supplee-Wills-Jones	Princess Anne, Md.	131-140	2.11	
Abbotts	Providence, Md.	41- 50	2.22	
Supplee-Wills-Jones	Red Hill, Pa.	41- 50	2.26	
Breuninger Dairies	Richlandtown, Pa.	41- 50	2.11	2.40
Supplee-Wills-Jones	Ronks, Pa.	61- 70	2.26	
Harbisons	Rushland, Pa.	21- 30	2.37	
Scott-Powell	Snow Hill, Md.	161-170	1.86	2.18
Abbotts	Spring Creek, Pa.	401-410	1.87	2.20
Harbisons	Sudlersville, Md.	71- 80	2.24	
Supplee-Wills-Jones	Townsend, Del.	51- 60	2.17	
Wawa Dairies	Wawa, Pa.		2.40	
Supplee-Wills-Jones	Waynesboro, Pa.	171-180	2.17	
Fraims Dairies	Wilmington, Del.		2.27	
Supplee-Wills-Jones	Zieglerville, Pa.	31- 40	2.29	

Note:—Under "average price" the first price given, where two appear in the same line, is the average price paid at the point named for milk delivered during the first 11 days of October at which time the price increase went into effect. The second price is the average price paid the last 20 days, from October 12 to 31, inclusive. Where only one price is given that average price is calculated according to the price and production during the two periods and indicates that those dealers paid average prices for the entire month.

### Pennsylvania Prices

Prices per 100 pounds of milk of 3.5% butterfat content for October and November, as established according to Pennsylvania Milk Control Board Order 24, as amended, and Order 28, are:

Class	Prices
I (fluid milk) f.o.b. Philadelphia	\$2.50
IA (for fluid cream) f.o.b.	1.80
II (for ice-cream)	1.66
IIC (for butter)	*1.36
Class	Oct. 12-31 Nov.
I (fluid milk) f.o.b. Phila.	\$2.88 \$2.88
II Milk for cream	1.73 1.76
III Milk for butter	*1.38 *1.41
Butterfat differentials on Classes I, IA, and II, are 4 cents a point up or down from 3.5%.	
* Class IIC price (Oct. 1-11) and Class III price per 100 pounds of milk is amount of butterfat times price of 92-score butter and plus 20 percent of that amount.	
Average November butter price was 33.59¢.	

### Prices at Receiving Stations in Philadelphia Marketing Area Under Control Board Order 24

Mile Zone	Class I	Class IA
0 to 20	\$2.50	\$1.80
21 to 30	2.24	1.77
31 to 40	2.23	1.77
41 to 50	2.22	1.77
51 to 60	2.21	1.77
61 to 70	2.20	1.77
71 to 80	2.19	1.76
81 to 90	2.18	1.76
91 to 100	2.17	1.76
101 to 110	2.14	1.76
121 to 130	2.10	1.76
131 to 140	2.09	1.76
141 to 150	2.08	1.76
151 to 160	2.07	1.76
161 to 170	2.07	1.75
171 to 180	2.06	1.75
181 to 190	2.06	1.75
201 to 210	2.05	1.75
251 to 260	2.02	1.75
261 to 270	2.02	1.74
291 to 300	2.00	1.74
321 to 330	1.99	1.74
331 to 340	1.98	1.74
401 to 410	1.95	1.73

### Receiving Station Prices Under Control Board Order 28

Mile Zone	Class 1	Oct. 12-31	Nov.
25- 40	\$2.58	\$1.70	\$1.73
41- 80	2.55	1.70	1.73
81-120	2.55	1.68	1.71
121-125	2.53	1.68	1.71
126-140	2.50	1.68	1.71
141-200	2.46	1.67	1.70
201-250	2.44	1.67	1.70
251-270	2.38	1.66	1.69
271-400	2.35	1.66	1.69
401-430	2.30	1.66	1.69

(Table of prices received by producers on other important fluid milk markets will be found on page 23.)

Hear the DAIRY COUNCIL  
Radio Program Sunday Evenings  
**STARS OF THE MILKY WAY**  
Station WFIL, 560 Kilocycles  
Every Sunday at 6:30 P. M.

## Our Year's Work

### B. H. Welty, President

### Inter-State Milk Producers' Cooperative

IT IS A PLEASURE for me to report to this, the first annual meeting of the Inter-State Milk Producers' Cooperative, the work done by the organized milk producers in this market during the last twelve months. This meeting, although the first for the Cooperative, is in fact the twentieth annual meeting of the organized producers in this milk shed.

For nineteen years the Inter-State Milk Producers' Association has been the active producers' organization in this market and last year at its annual meeting, the members and delegates present unanimously passed a resolution calling upon the Board of Directors of the Association to develop plans for reorganization. That resolution asked the directors to study Cooperative laws under which reorganization might be effective, a producer's contract which might be submitted to producers for signature, and other details necessary for such a program. They were requested to submit their findings to the producers who would register their approval by signing the new producer's marketing agreement.

#### Resolution Fulfilled

The requirements of that resolution have been carried out, we believe, to the letter. A special committee of the Board of Directors visited and studied the set-up of the Cooperatives operating on the Baltimore, Washington, Pittsburgh, Hartford and Boston markets. Their recommendations to the Board of Directors together with the help of A. Evans Kephart, our Cooperative attorney; of Donald Kane, attorney for the National Milk Producers' Federation; and of Thos. C. Stitts, economist for the Farm Credit Administration, resulted in the development of the details for the new organization as they were submitted to you.

It was found that the cooperative laws of Pennsylvania best provided for the type of organization which is needed in this area. A thorough study of membership contracts and by-laws of other successful milk marketing cooperatives of the East resulted in the drawing up of the producer's marketing agreement which has been signed by approximately 7400 of your fellow producers.

As you know, the name of the new organization is the Inter-State Milk Producers' Cooperative, a name which, we believe, is as descriptive as could be obtained for our new organization.

The charter for the Inter-State Milk Producers' Cooperative was signed and granted on February 28, 1936, after being carefully scrutinized by the Attorney General's office, the Pennsylvania Department of Agriculture, and the Pennsylvania Milk Control Board as to whether or not it was properly drawn so as to fulfill the functions for which it is intended.

#### The Membership Campaign

You members and delegates are well aware of the membership campaign which got under way very shortly after the approval of the charter. The resolution passed at the Association's annual meeting last year required that 75% of the supporting members of that organization must give their approval before the new organization could be made effective, at which time the Board of Directors were authorized to transfer the activities of the old Association to the new Cooperative. This requirement had been met in mid-

September and the Board of Directors at its meeting on September 25 gave its approval to accepting the producer's marketing agreements with the Cooperative on October 1. Well over 6,000 marketing agreements were accepted on October 1 and the total to date is approximately 6,700.

The membership program was confronted with many difficulties. Considerable opposition was encountered in some sections, but in almost every case it was revealed that these difficulties were caused by lack of information or misinformation about the contract, the Cooperative, and the future policies of the Cooperative. I might add at this point that this marketing agreement incorporates those features of the contracts used in the other markets studied which it was felt were most appropriate for the particular situation that exists in the Philadelphia milk shed. This agreement and also the by-laws of the Cooperative were drawn up with the idea of embodying provisions that would take care of practically any possible market condition which might arise during the next ten or fifteen years.

#### Seek Better Understanding

It is the intention of the Cooperative through its officers and management to develop a closer working relationship between the producers and the buyers of our milk. One of the means of accomplishing this is to establish committees of producers within locals or at receiving stations who will be called upon to investigate and possibly arbitrate any differences of opinion which might develop between producer and buyer. Such committees would offer the further advantage of bringing those members and their neighbors in closer contact with the broad problems connected with milk marketing, and, we believe, would soon eliminate many of the misunderstandings and minor difficulties which arise so frequently.

I am thoroughly convinced that most of the misunderstandings among producers about their cooperative organization are caused by lack of proper information. I believe this is a more frequent cause of trouble than is deliberate misinformation. One of the jobs facing the cooperative is to develop accurate and reliable information about every phase of the market and get this information to the members regularly and in a form which they can understand readily.

As an example, some of this information will deal directly with trends of consumption and production within our market as a whole and trends of production within different areas. Armed with facts of this



B. H. WELTY

nature, our membership will be better able to make intelligent decisions about such questions as production control, selling plans, price structures, etc. As you know, the Philadelphia market used the base-surplus plan for many years, but this plan is now inactive and there is a demand from some quarters that it be re-established. If our members understand the question thoroughly they will then be able to decide wisely whether we should or should not put into effect again that or some similar plan.

#### Women and Young Folks, Too

In starting our new Cooperative, I want to emphasize again the importance of having the organization and its functions thoroughly understood by not only the members themselves, but the members of their families including their wives and their older boys and girls. The entire family is keenly interested in the success of the dairy enterprise on the farms of our members. The dairy herd is depended on in most cases for a large part of the farm income and the standard of living of the farm family will be influenced by the size and regularity of the milk check. This, of course, will be influenced by the success of the Cooperative in maintaining an established market at a practical and economic price level. I feel that the Cooperative is in position to take a vital place in giving our members and their families a standard of living in keeping with the standards maintained in trade and industry.

Farm organizations find one of their most important functions is to take an active part in legislative matters on a strictly non-partisan basis. Our Cooperative cannot escape from this responsibility, but should enter into it with foresight and intelligence. We must be ready to propose legislation which will be of benefit to milk producers as a whole and to agriculture in general. We must be prepared to sponsor and support legislation which will assure cooperatives of the opportunity to serve as they are intended, that is, to permit their members to do collectively what the members cannot do as individuals. Our cooperative must also be prepared and willing to oppose any legislation detrimental to farmers in general and dairymen in particular.

(Please turn to page 24)







# Field and Test Department Report of 1936 Work

By F. M. TWINING, Director

**I**N LAYING PLANS for the field service work for 1936, it was realized that the bulk of the work of signing new marketing agreements for the cooperative set-up would fall upon the field department. The service to members was planned accordingly from a standpoint of greatest possible efficiency.

(1) Instead of making two check tests at each plant approximately every third month, it was decided to make periodic half-month check-ups.

(2) As far as possible, the check-testing work has been done from our Philadelphia laboratory, thus relieving the regular men in the field for membership solicitation.

(3) A study was made of the field services rendered by other leading milk producers' cooperatives of the country for details as to how we might apply their best methods to our own work.

(4) The educational work with the vocational agricultural schools was intensified during the winter months and dropped entirely when the sign-up work started in the early spring.

(5) The scope of our returned milk service was not enlarged this year and was done almost entirely from the Philadelphia laboratory.

A summary of the year's activities by the department shows:

No. of Milk Plants at which Investigations were made.....	104
No. Butterfat Tests made at Milk Plants and Inter-State Laboratory.....	42,937
No. Herd Sample Tests Made.....	5,354
Total No. Farm Calls made by Field Representatives.....	15,412
New Cooperative Marketing Agreements Reported by Field Representatives.....	6,416
Brom Thymol Blue Tests for Indications of Mastitis.....	2,662
Microscopic Readings of Milk Samples.....	1,546
Letters Sent to Members Regarding Prevention of Returned Milk.....	851
Local Meetings Attended.....	294
Total Attendance at Local Meetings.....	8,319
Vocational and Public School Meetings Attended.....	127
No. Pupils Reached at Vocational and School Meetings.....	8,863

I feel that the outstanding achievement of the Field Representatives this year has been their success in helping to organize their respective territories and in signing a sufficient number of Marketing Agreements in six and a half months to enable the Inter-State Milk Producers' Cooperative to be put in operation.

A recent check-up showed that 68% of all the Marketing Agreements signed up to October 10th were secured by the Field Representatives by farm to farm canvass; 20.5% were secured at meetings; 9% by Directors and 2.5% by local committees and members.

## Check Testing

It has not been possible to maintain our regular testing schedule but we have endeavored to cover all plants a sufficient number of times to insure our members against any carelessness or neglect on the part of milk test operators. We have, as far as I know, taken care of every request for special attention. On the test report card we sent to members during the past year, we have given the dealer's test in addition to our own.

## Research

In previous reports we have given in detail, the study this department has made on the construction of weigh tanks to insure accurate butterfat samples. The milk test laws of Pennsylvania, Maryland and Delaware have been revised so that the responsibility of getting truly representative samples rests upon the milk buyer. Our men report that many weigh tanks have been changed in our territory as a result of this work by our department. It is gratifying to note that research authori-

ties of other sections are now recognizing the existence of faulty weigh tanks. In a recently published bulletin, (No. 673) Yale and Breed of the New York State Agricultural Experiment Station say, "Use of Strainers in Weigh Vats

If the quantity of milk delivered is sufficient to overflow the strainer, the last milk dumped does not mix with the remainder of the milk and a representative butterfat sample may not be secured. Also, a representative sample or a bacterial count may not be obtained."

## Test Fluctuations

During the year we have had an unusual number of wide variations in tests from one period to another. Our territory was not the only one so affected as this condition was reported from all parts of the United States and Canada.

## Ropy Milk

Several ropy milk epidemics developed in our territory during the year. We assisted members to eradicate and control this condition by sending literature and by giving advice to all members whom we knew to be having this trouble.

## Churned Milk

Milk becoming partially churned between the farm and the milk plant continues to be one of the greatest single sources of loss in butterfat tests to milk producers of this territory. Through the MILK PRODUCERS' REVIEW and by letters we have endeavored to tell members how to prevent the occurrence of this condition.

Among the leaders of the cooperative movement of the country there are two schools of thought regarding the amount

and types of service that a cooperative association should perform for its members. The management of some of the leading milk producer cooperatives feel that the best way to build and maintain a better membership morale is not only to maintain a check-testing and laboratory service such as ours but to go farther and make available such additional branches as a qualified veterinary service for the control of mastitis and other bovine diseases; the manufacture and distribution of chlorine sterilizers; the furnishing of milk utensils, strainer cloths, fly sprays, a can retinning agency, etc.

## Plans for the Future

On the other hand there are those cooperative leaders of other dairy groups who feel that such activities belong in another field, altogether, and the member should not expect any services from his cooperative not stipulated in his marketing agreement.

We propose to maintain a middle course by furnishing such collective services as may be needed from time to time by our membership and which they cannot provide practically and economically for themselves. We do not believe that we should infringe on already well established and efficient handlers of farm supplies or compete with the veterinary profession. We do propose, however, to continue the agency for mechanical milk coolers which we started during the past year, for by cooperative buying we have found that we can effect a great money saving for those of our members who wish to purchase mechanical refrigerators and storage cabinets.

## Will Expand Services

Our present plans for 1937 include the maintenance of our present activities and the possible enlargement of our returned milk service to reach a greater number of plants.

We are planning to try out on an experimental basis, having some of our Field Representatives devote the major part of their time to membership problems and have the technically inclined men do the laboratory work. We are not committed to any policy or plan which cannot be maintained efficiently or changed at short notice to meet the needs of our membership.

We anticipate a decided increase in the demand for the Field and Test Department services under the cooperative set-up, since the Marketing Agreements that have been accepted show members selling to many dealers at whose plants we have not heretofore checked.

Mr. Lauterbach's plans for the organization of Secondary Markets will also automatically increase the amount of Field and Test work to be done.

We shall endeavor to keep in the closest possible contact with the entire membership through community leaders and local committeemen. Obviously we cannot attempt to make personal calls on all members nor, if we should attempt to do so, could we hope to be fortunate enough to pick the right time at which our services might be needed. It is, therefore, our intention to develop a mutual understanding between local committeemen and the representatives of the department so that they may contact each other at short notice in the handling of cooperative affairs.

# Inter-State's Future Plans

A. H. LAUTERBACH, General Manager

**I** AM PROUD to have this opportunity to talk for the first time to this new Cooperative gathering. You will remember that a year ago the delegates passed a unanimous resolution to reorganize the Inter-State Milk Producers' Association. I doubt whether at that time there were more than half a dozen people who thought it could be done within a year. As a matter of fact, I had my own doubts, and some of us would not have been surprised if it had taken more than two years.

I want to thank publicly, the Board of Directors, fieldmen and all others who had anything to do with putting over this program.

## Membership Approaches 7500

Today we have a membership of close to 7500 which is more than were active in the old association. In other words, we had about 22,000 members in the old association and only 7,000 of them active. It is our ambition to build this Cooperative larger from year to year. 7500 members is just a good foundation for a cooperative to cover the Philadelphia milk shed and surrounding markets. I think our goal should be 20,000. I am not going to ask you to do this in a year but that must be our goal if we are going to do a constructive job.

The biggest job we face is to get everyone in the Philadelphia milk shed working together. We have gone a long way toward this. Within recent weeks representatives of the various cooperative groups who were hardly on speaking terms a year or two ago, sat around the same table and talked things over. That is as it should be.

## Why We Re-organized

I will give you briefly some of the reasons why it was necessary to reorganize the Inter-State Milk Producers' Association. I have told many of you before that the old contract was twenty years old and it reminded me of a Model T Ford. It was a contract that did a wonderful job for many years. You got along fine with it until it became out-dated and the going got rough in 1929 to 1933 and then many members tried to find other vehicles, leaving the officers in the rain under a leaky top.

This new contract is a modern contract, streamlined and with the strength of all-steel construction. We hope it will last another 15 or 20 years. Perhaps if our present reorganization had been started in 1928 or 1929, the Association could have weathered the depression much better.

We had some difficulty with some of our buyers because they were somewhat fearful of what this new Cooperative was going to attempt and what we could do under this contract. We can do almost anything under it. We can even go into distribution of milk if necessary, but that is not our ambition. However, should the time come when it would serve our members best to distribute our own milk, it can be accomplished. This contract is what I call a permissive contract, giving powers which may or may not be used.

We have a variety of interests in this market. We have secondary markets in Wilmington, Trenton, Altoona, Johnstown, York, Reading and Harrisburg. Under this contract the Wilmington market can run its own show. They can have a base-surplus plan or some other plan. Trenton has a marketing committee and can run on a different program than Wilmington if that is what they need. There are going to be many trials and errors in working out



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these plans. The Wilmington committee may make some mistake which Trenton will not need to make because one can gain by the experience of the other.

## Building a Reserve

Under this contract we also have the possibility of building up a larger reserve. If the delegates decide that a 3-cent commission is not enough, it can be raised. With reference to this check-off, I believe for the time being it is enough. As a matter of fact, some Board members thought it should have been 5 cents in the original contract. I opposed it, not because we could not use the money but I thought we were not ready for that kind of program.

As time goes on we may see the necessity of building up a larger reserve. Some of the other markets such as Washington, Baltimore and Boston, I understand, are taking a check-off of 10 or 11 cents per hundred pounds or 1 cent per gallon. This is not all used for operating expenses. In most cases, about 3 cents is used for operating expenses and the balance is kept as a reserve. Washington has something over half a million that can be used for marketing purposes if it becomes necessary. I think some day the Inter-State Milk Producers' Cooperative should build up a reserve of some kind. Farmers should recognize the value of investing money in their own cooperative affairs and business.

It was rather interesting to me to try and sell a membership for a dollar. There are some places where memberships do not sell for less than \$50.00. It is possible that you people will decide some day, in order to make the best progress, that you will have to make a similar investment.

We are having some difficulty in some of our secondary markets because the producers in those areas for some reason or other want to have their own cooperatives. Such happens to be the case in Harrisburg, Reading and York. We have made a feeble attempt to organize in Reading but we have felt as long as there are groups of farmers in that and other areas who want their own cooperative, it was better to let them go ahead and then federate the organizations. These groups have not had the success we have had, perhaps because they do not have a sound contract.

## Secondary Markets

I believe the best policy in secondary markets is to have all producers sign the Inter-State contract and then give them home rule. I want to say that I spent a great deal of time in Trenton and discussed this program with people in that area. We gave them the opportunity to operate under their own contract and explained what we could do. After a great many meetings with many of the farmers and their leaders, they decided to come in with the Inter-State and have their own marketing committee.

Today they have a real unit while Harrisburg and Reading are still floundering around in the dark. I know some of you come from those territories. I don't want to leave the impression with you that we are selfish but we believe this plan will be for the best interests of the secondary markets.

Mr. Davis of the New England Milk Producers' will give you an idea of what they are doing in Boston and their secondary markets. Their primary market program is similar to what we should follow in this market. They have gone further than we are likely to go. For instance, we do not contemplate owning country plants.

It is our plan to build up statistical and auditing sections. I have always felt that one of the difficulties in many cooperatives was that the members did not have enough information. They did not know what it was all about. It is through the auditing and statistical departments that we hope to furnish you with all the information we have in the office. We want to be able to show you how your production is running throughout the year—whether it is uniform or not and how your local production and the milk shed's total production line up with consumption.

## Production Control

We have heard a great deal about the base-surplus plan. Plans are being devised under other names which amount to the same thing. The whole story is this—the dealers who buy our milk must have about as much milk in November as in June in order to supply the demand. If you producers cannot distribute the supply evenly over the year, somebody must take a loss. The extra milk is going to find some kind of a market and you farmers will receive a lower price for the milk that goes into the lower classes.

Some day soon, we will have to give serious thought to going back to the base-surplus plan or some variation of it. Our records show there was a 52% variation between the high and low production before the base-surplus plan was adopted and through years of using that plan this fluctuation went down to 16%. Now it is going back the other way and if we keep going we will be back to where we were in



1920. That will mean that during parts of the year, one-half of your milk will have to go into surplus. Through our auditing and statistical departments we hope to be able to give enough information to you and other members so we can get back to uniform production.

### Milk Hauling

There is also the trucking problem. In many cases there are several different trucks hauling milk over the same route, most of them carrying half a load or less. The farmers pay the bill for this inefficient hauling and the truckers are not making any money at it. We do not plan to go into trucking or set up a transfer system. I have discovered recently that in some cases a man with 1,000 pounds to be hauled makes a secret contract with the hauler and gets a better rate than the farmer who has 200 or 300 pounds a day. Some of the drivers have confessed that to us. It is our aim to iron out some of these things—not with the idea of putting some truckers out of business as we want to be fair to the people who have money invested in trucks.

Mr. Cohee told you this morning about the present comparative consumption of milk in this area and that it is way above other parts of this state and other states. This is due in great measure to the quality of our milk. Our "B" milk is a high quality safe product—safe as far as health is concerned. Our "A" milk is better than "B", even more safe because guarded more closely. Both still have room for improvement.

I believe 85% of the responsibility for good milk is the way it is handled at home on the farm. It is the way you take care of the cows, the way you feed them, and the cleanliness of your barn and equipment, as well as the way you handle your milk that gives milk real quality.

### Quality Will Hold Market

Last week, while attending the National Federation's convention at St. Paul, I took a day off and visited farms. I was ashamed of the conditions on many of them, including my own. The Eastern dairy farms are kept in better condition.

At the same time we want to remember that we have not yet reached the top. Let's stay ahead of competition in the matter of quality and in that way we can maintain a good market for ourselves. We hear a good deal about outside milk coming into this area. At the present time no fluid milk is coming from Western states but there is a good deal of cream coming in. It meets Pennsylvania requirements and there is no legal way of keeping it out.

It is our aim to do considerably more bacteria work with our members, especially on "A" milk, and we hope that we will have your cooperation. We want you to work with our field force. If you have any difficulty in quality, returned milk, or earning premiums, get in touch with us so that we can help you.

### Local Committees Planned

Within the next year we also want to build up better membership relations with an educational program to present among our members. Sometime at this meeting, you delegates are going to be asked to set aside money for district and local affairs, to be used, among other things, for educational work back home. We are also going to try to have committees appointed in receiving station territories. Therefore, many of these problems that we now have to iron out in the Philadelphia office will be ironed out in the territory.

There should be a committee of perhaps three men at every receiving station who will take a hand when there is milk turned down or when some other difficulty arises, such as a trucking problem. The only way to learn is to get on the fighting line and have the members help in doing some of these things.

There has always been a strained relationship between farmers and buyers. I know many of the farmers feel that they are doing business with people they cannot trust. But tell your dealer what your problems are. More than likely he will tell you what his problems are. By each doing that you are going to come to a better understanding. Many of you have heard me say before that there are as many dishonest farmers as dealers. I think we are all human and what we want to do is to get on common ground, trust each other and solve some of our mutual problems.

### Future of Milk Control

Within the next year we must also determine the future of milk regulation. The Pennsylvania Milk Control Board act expires next April 30th and the New Jersey act on May 31st. The Federal government at Washington is also working on a new act on milk marketing agreements and orders and it is going to be up to the producers as to just what direction we want it to take. I don't know whether I am ready to say which way we should go.

I think milk regulation of some kind is here to stay and I am ready to advocate the continuation of milk regulation, but I believe that regulation should be in the form of a permissive program and so written

that farmers shipping into any certain market and their buyers can get together without interference and work out their own program.

Regulation or arbitration should be available to use if needed. I think the real difficulty is the fact that we now have a blanket law that covers all situations by compulsion. I am wondering whether such laws can ever be enforced.

There are a few states that have their backs up against the ocean that could probably get along without Federal help. We have asked for Federal aid in this market and we have been criticized for it by our buyers, but there was nothing else to do. Distributors here are buying milk from Delaware and Maryland at lower prices than from Pennsylvania. They claim their receiving station costs are higher in those states.

If the buyers would prove what those costs actually are, we would go with them to fight for what was right. We do not want them to operate receiving stations at a loss. If we allow our buyers to go to Maryland and Delaware and pay less, they will get all the milk they can from there and pull away from Pennsylvania producers.

My advice to you is to give this milk regulation a great deal of thought. Talk to your men in the legislature this winter and give them your idea of milk control and let's see whether we cannot get a plan that is going to have a real chance to succeed.

### Cooperative Laws

This coming winter we are also going to be faced with the redrafting of some of the cooperative laws in Pennsylvania. In the building up of our new cooperative we discovered some things that somewhat handicapped us, and I believe our legislators in Harrisburg will go along and help us correct these things providing you people will all back them up and ask them to do so. It has been a case of oversight.

In closing I want to say again to you farmers, this is your organization. This organization does not belong to Mr. Welty or myself or to the Board of Directors. It belongs to you; it is up to you to tell us how to run the Cooperative by passing resolutions, making decisions and adopting policies.

Tomorrow will be entirely taken up with the discussion of future policies. We want you all to come prepared to take part in it. We want you to tell us about it tomorrow or go to your Director or fieldmen and tell them what you think is wrong with the organization and we will do the best we can to make it better.

one which will not materialize overnight and perhaps not for many years to come. The per capita milk consumption in Philadelphia is 35 percent higher than the per capita consumption in the remainder of the State. But if consumers of milk throughout Pennsylvania were to use as much fluid milk and table cream as do the two million consumers in and about Philadelphia, this three-quarters of a million more quarts of milk would be needed each day to supply the demand, and the difference in price between Class I milk and Class II milk would amount to more than \$16,000,000. Surplus milk would be very largely wiped out and at certain seasons of the year it is probable

that not enough milk would be produced to supply the demand.

### Why More Milk Is Used

How does it happen that Philadelphia consumes milk in such quantities, presenting as it does, one of the outstanding problems of the state from the standpoint of unemployment; with approximately 55,000 families on relief, a large number on WPA projects, and the entire city certainly in no more favored position than many other sections of this Commonwealth?

There are probably several factors responsible for this higher consumption of milk in Philadelphia. Price levels to consumers have compared favorably with price levels throughout the State. The quality of the product has on the whole, been somewhat better in Philadelphia than that prevailing in many portions of the State. While these factors and others would naturally influence the consumption of milk to some extent, the fact remains that this increased consumption is largely due to better marketing and adequate promotion. Better marketing in the sense that producers in the Philadelphia area have produced more nearly in accordance with the demands of the public than in other sections of the State. Better marketing in the sense that distribution in Philadelphia has reached a high degree of efficiency rarely found in any other large city in the United States. To the sales organizations of our milk companies must go part of the credit for this increase, and particularly to the man on the wagon, who after all has direct contact with the customer and who is in the best position to impress continually on the housewife the desirability of increasing milk consumption and the resulting economy.

### Spectacular Methods Fail

Milk is so generally accepted as a universal article of food that it does not lend itself well as a product for spasmodic advertising campaigns. New models are not brought forth each year to make the consumer dissatisfied with his old model and desirous of obtaining a new one which is streamlined, as is the case in the automobile industry. Bargain sales and fire sales never stimulate seasonal sales in the dairy industry. Nor can it look forward to the stimulus that comes with the Christmas season, although a quart of milk a day to a deserving family would probably make an ideal Christmas gift. The very fact that milk is so generally used means that to increase consumption changes must be made in the diets of the family, and experience has taught that dietary habits are among the most difficult of all habits to change.

Sixteen years ago the Dairy Council was created in Philadelphia for the purpose of improving public health through changing dietary habits and for increasing the market for milk for thousands of farmers selling their product in the Philadelphia market. This changing of dietary habits is an educational process, and experience has indicated that best results can be obtained by the use of educational methods. The very nature of the industry,—made up as it is of thousands of farmers producing enormous amounts of milk in which there is relatively small profit, and in turn distributed by hundreds of distributors handling the product again on a small margin of profit,—results in a situation where only limited amounts of money may be used to promote increased sales.

The Philadelphia Dairy Council, with a budget of approximately \$100,000 per year and with a potential field of three and a half million consumers in Philadelphia and other cities in the Philadelphia milk

shed in which it operates, must of necessity seek those avenues of approach to the consumer in which the greatest amount of results per dollar expended can be obtained. Since milk is so important in the diet and occupies such a unique place in our food lists, it reaps the benefit of much free publicity. There is also obtained the assistance of educators, public health officials, welfare workers and practically all people interested in promoting public health, for almost invariably the use of this product results in better health. It would be impossible to tabulate the savings that would accrue to the public in general in the loss of time, doctor's bills, and other costs, if adequate amounts of dairy products were used in the diet.

### Vested With Public Interest

Legislators and courts on several occasions have indicated that milk is vested with a public interest, thereby recognizing its unique place in the American diet.

Very naturally therefore, the Council has turned during all these years, to representatives of the public, such as school teachers, doctors, dentists, nurses, welfare and social workers, as friendly helpers in its important work of increasing milk consumption. Twenty thousand school teachers cooperate annually with the Dairy Council, in carrying the message of the necessity of an increased consumption of milk, to their students in the public schools, and through these to the homes. The Dairy Council has established a reputation for presenting its nutrition story in a clearcut, masterful fashion, adapted to the group to which it is directed, whether a child of the lower grades, a student of high school or college age, or of the general public. It has won the confidence from all the various cooperating groups which placed it in a unique position to render service to the dairy industry.

The Council, with a well-trained staff of inspired workers, equipped with various types of visual aids, reached approximately 600,000 milk consumers in about 3000 meetings last year. Almost every conceivable type of group,—from business and professional clubs of men and women occupying an important place in the affairs of their community, to the health clinic which opens its doors to the prospective mother in the nearby tenement section of the city,—has had the importance of milk in the diet brought before them by Council workers, in terms which they could understand and appreciate.

### Teachers Depend on Council

During the month of October just past, 327 school teachers registered at the Dairy Council office, to which they came for assistance in their health programs in the schools. These teachers came not only from Philadelphia, but from Reading, Wilmington, South Jersey, and other places within a radius of fifty miles of the City. Conference rooms are engaged each spring and fall at more distant points, where visitors may avail themselves of the opportunity to select from the great variety of Dairy Council materials, and to discuss their health education problems with Council workers. Trenton, Johnstown and Altoona, are examples of this method of offering teachers and others interested the opportunity of securing assistance from the Dairy Council. Two hundred and twenty-eight organizations and individuals secured a great variety of material and helps from the Council, to assist them in presenting their own programs in their own communities, and over 30,000 people have been reached by volunteers who have taken our material and have themselves taught the health lessons through its use.

The Dairy Council has established a model kitchen in its office at 20th and Race Streets, to which leaders of various groups

are invited and taught methods of demonstrating milk and dairy products in the diet. Among such groups have been business women's groups; students of home economics; home economics teachers; and home economics study groups; child hygiene, school, industrial and hospital nurses; health center supervisors; English and citizenship classes; matrons of special schools; school faculty groups; settlement workers, as well as a number of church organization groups, industrial groups, day nursery supervisors and others. In addition to these were a group of milk wagon drivers who were given a food demonstration, and a farmers club.

### Literature Distributed

Approximately 700,000 pieces of literature, ranging from a simple leaflet costing only a fraction of a penny, to the "Story of Milk", a complete project consisting of six books and costing approximately a dollar, were distributed last year.

It is impossible for a brief report to comment on, or even to enumerate fully the many activities of the Dairy Council during the past year. In passing we might mention the use of Dairy Council films in theatres where they were shown to 327,000 visitors last year. We might also mention the 600 drug stores in and about Philadelphia which display posters advocating the use of milk shakes and milk drinks. Or we might mention the dairy barn at the Zoological Gardens where more than 100,000 visitors flocked in a single day to view the exhibit of cows and to study the display of feeds which cows consume,—an exhibit which has given many Philadelphians their first knowledge of what constitutes a dairy farm.

Mention might also be made of shows and exhibits which have been prepared by our staff and exhibited during the past year, or of the fact that at one such show we sold thousands of bottles of milk to visitors as a demonstration of how delicious ice cold milk and buttermilk are as a beverage. Mention might also be made of the model lunchroom which is now being installed at the Franklin Institute, where health sandwiches, gingerbread, milk, buttermilk and ice cream will be served to the public.

### More to Be Done

All of these factors mentioned have played their part in keeping before our consumers the importance of milk in the diet. Let us not forget that the job is far from being completed and that while the consumption of milk in Philadelphia is 35 percent higher than in the remainder of Pennsylvania, and much higher than the national average, it is still only about one-half of what leading scientists have found to be the amount of milk that *should* be consumed for adequate health. There is still before us a potential market in Philadelphia and the area adjacent thereto, for upwards of a half million quarts of milk daily. Each of us can do our part as individuals by considering the importance of milk in the diet, the economy in the food budget that accrues from the use of milk, and by seeing to it that at least a quart of milk a day for each child appears upon the dining table in our own homes. And don't forget that Mother and Dad need at least a pint!

Cop: "How did you knock this pedestrian down?"

Motorist: "I didn't knock him down. I just pulled up to him, stopped my car and waited to let him pass. He fainted."

# The Dairy Council In 1936

C. I. COHEE, Executive Secretary

**"WANTED!!"**—Three-quarters of a million more quarts of milk tomorrow morning and each morning thereafter, to sell as fluid milk and table cream, to the consumers in Pennsylvania!

If the milk dealers of this State made such a request of their producers there would be great rejoicing among the farmers who sell milk to the Pennsylvania market. An additional three-quarters of a million quarts of milk to be sold daily at fluid prices would mean an increased income to the dairy farmers of approximately \$16,000.00 a day!

This is a pleasant situation to contemplate, but



## Women Hold Special Session

THE FIRST women's session in the annual meeting of the new Inter-State Milk Producers' Cooperative was well attended by women from New Jersey, Delaware, Maryland and various parts of Pennsylvania. Among these were some who have never missed an annual meeting since the beginning of the old Association seventeen years ago. Mrs. B. H. Welty, Chairman of the women's committee, presided over the meeting.

With widened interest in the new cooperative, the highlight of the women's session was a talk by Mr. A. H. Lauterbach, our general manager, who informally discussed the part which women have played in successful cooperatives with which he has been associated. In a straightforward manner he expressed some of his hopes of the part women are to play in the Inter-State Cooperative. His talk will be carried in the January REVIEW.

A brief account of Finland, often called "A Nation of Cooperatives", was given by Mrs. Elizabeth McG Graham, Editor of "The Cooperative Community" Department of the REVIEW, following her visit to the Scandinavian countries during the past summer.

The program was concluded with a dramatic skit entitled "She Whistles and She Runs", presented by a cast made up of members of the Dairy Council. This playlet enacts the winning over to the cause of the cooperatives of a "kicker" in the community. Announcement was made that copies are available. (Address requests to the Women's Committee in care of the Inter-State Milk Producers' Cooperative, 401 N. Broad St., Philadelphia.)

Group singing was conducted by Miss Betty Zollers of Pottstown, Penna.

Hostesses were the following members of the Women's Committee: Mrs. Samuel B. Collings, Middletown, Delaware; Mrs. O. L. Darnell, Medford, New Jersey; Mrs. James Kendall, McConnellsburg, Pa.; Mrs. H. D. Kinsey, Quakertown, Pa.; Mrs. Clayton C. Reynolds, Denton, Maryland; and Mrs. B. H. Welty, Waynesboro, Pa.

For profits we give ourselves credit—for losses we blame circumstances.

Every plant, though it looks to the stars, has its roots in the ground.

## FINANCIAL STATEMENT Philadelphia Inter-State Dairy Council

### STATEMENT OF ASSETS AND LIABILITIES

October 31, 1936

Exhibit A

ASSETS		LIABILITIES
Cash:		Unexpended Appropriations (Schedule A-1).....\$10,323.80
On Hand.....\$ 700.00		
The Pennsylvania Co., etc. (checking account).... 24,507.84		Surplus:
The Pennsylvania Co., etc. (savings fund account) 10,021.52		Balance, October 31, 1936 (Schedule A-2)..... 58,805.55
Fidelity-Phila. Trust Co. (savings fund account) 10,000.00		
	\$45,229.36	
Accounts Receivable..... 3,074.87		
Travel Advances..... 410.00		
Inventories (Net)..... 16,844.93		
	65,559.16	
Office Furniture and Fixtures.....\$12,000.95		
Less—Reserve for Depreciation..... 10,818.62		
	\$ 1,182.33	
Automobiles..... 7,185.60		
Less—Reserve for Depreciation..... 4,797.74		
	\$ 2,387.86	
	3,570.19	
<b>Total Assets.....\$69,129.35</b>		<b>Total Liabilities and Surplus.....\$69,129.35</b>

### STATEMENT OF SPECIAL SURPLUS APPROPRIATIONS and EXPENDITURES

Fiscal Year Ended October 31, 1936

Schedule A-1

	Total	Zoo	Radio
Appropriations from Surplus.....\$14,800.00		\$2,800.00	\$12,000.00
Expenditures..... 4,476.20		2,778.70	1,697.50
<b>Unexpended Appropriations.....\$10,323.80</b>		<b>\$ 21.30</b>	<b>\$10,302.50</b>

Schedule A-2

SURPLUS	
November 1, 1935 to October 31, 1936	
Balance, November 1, 1935.....\$72,162.21	
Additions: Net Income, Fiscal Year Ended October 31, 1936 (Exhibit B)..... 1,443.34	
	\$73,605.55
Deductions: Special Appropriations—Zoo.....\$ 2,800.00	
—Radio..... 12,000.00	
	\$14,800.00
<b>Balance, October 31, 1936.....\$58,805.55</b>	

Exhibit B

### COMPARATIVE STATEMENT of INCOME and EXPENSE

Fiscal Year Ended October 31, 1936

Income:	
Contributions—Regular.....\$95,419.31	
—Special..... 1,589.26	
	\$ 97,008.57
—Old York Road..... 900.00	
Profit on Sale of Literature..... 2,431.09	
Rental of Films, Slides, etc..... 118.50	
Interest..... 57.92	
<b>Total Income.....\$100,516.08</b>	
Expense:	
Publicity.....\$ 6,076.66	
Quality Control..... 18,498.20	
Special Activities..... 7,599.50	
Health Education..... 62,361.08	
National Dairy Council..... 4,715.88	
Milk Fund..... 486.36	
<b>Total Expense.....\$ 99,737.68</b>	
<b>Net Income on Operation..... 778.40</b>	
<b>Other Additions: Profit on Sale or Trade-In of Equipment..... 664.94</b>	
<b>Net Income.....\$ 1,443.34</b>	

## Delegates Adopt Resolutions

### An Expression of Regret To Dr. Lyons

RESOLVED—That an expression of regret be conveyed to Dr. Hannah McK. Lyons for her first absence from the Annual Meetings of the "Inter-State" since its inception, and that this opportunity be taken to recognize her devoted service to our organization and to the welfare of farmers and their families, as well as to express our wish for her speedy recovery.

### Cooperative Officers and Directors Commended for Requesting Joint Federal and State Hearing On Interstate Milk Shipments

RESOLVED: That this convention of Delegates of the Inter-State Milk Producers' Cooperative does approve of the action of its Directors and Officers in asking representatives of the United States AAA and the Milk Control Boards of Pennsylvania and New Jersey to hold a joint hearing; and does urge its Directors and Officers to use their utmost influence and ability to continue this procedure for the greatest interest of all the producers in the Philadelphia milk shed.

(Signed) Harris B. McDowell, Jr.  
Secy. & Treas. Delegates District No. 9

### Officers and Directors Requested To Work for Uniform Prices to All Producers

RESOLVED: That this convention of Delegates of the Inter-State Milk Producers' Cooperative does hereby recommend that its Officers and Directors shall at all times use forward and progressive action in securing for its producers a fair and uniform price for their milk sold in this area, and that the Directors and Officers are urged to use the maximum of their authority to bring about such action—knowing that the Delegates and Members of this organization will give their full moral support. "Let us maintain our rights by the strength of our might."

(Signed) Harris B. McDowell, Jr.  
Secy. & Treas. Delegates District No. 9

### A Resolution Requesting the Cooperative to Apply for Membership in the National Cooperative Milk Producers' Federation

In order to present a united front on questions involving policy, dairymen of this nation need a central organization. The National Cooperative Milk Producers' Federation is now rendering service of this nature to the dairymen of this Cooperative and of the entire nation through the establishment of nation-wide policies, through the promotion of legislation helpful to the dairy industry, through an aggressive attitude toward harmful legislation, through collecting and distribution of valuable information on dairy subjects and through rendering assistance to dairy cooperatives. In addition, this Federation rendered especially valuable service to the producers of this milk shed through their assistance in developing plans for our new Cooperative, and

Whereas, the organized milk producers of Philadelphia, through the now inactive Inter-State Milk Producers' Association, have been identified with the Federation since its organization,

THEREFORE BE IT RESOLVED that the Inter-State Milk Producers' Cooperative, through its officers, apply at once for membership in the National Cooperative

Milk Producers' Federation in order to help that Federation continue its valuable and necessary service to the dairymen of the entire nation.

### Dairy Council Work Endorsed and Funds Provided for Continuation of Council's Work

The result of research shows that milk consumption is higher in the Philadelphia market than in most other comparable markets and is approximately 35 percent greater than in the rest of Pennsylvania. In spite of this favorable situation, the consumption of milk even in Philadelphia, has not yet reached the daily per capita level recommended by health and nutrition authorities.

Since it is clearly indicated that educational work performed by the Philadelphia Inter-State Dairy Council during the past 16 years has been of tremendous help in attaining this comparatively higher level of milk consumption,

THEREFORE BE IT RESOLVED that we, the duly elected Delegates of the Inter-State Milk Producers' Cooperative, in annual meeting assembled do hereby endorse the activities of the Philadelphia Inter-State Dairy Council, and

BE IT FURTHER RESOLVED that the three-cent commission of the Cooperative in all of its Producer's Marketing Agreements, made in the past or to be made in the future, be increased one cent (1¢) per hundred pounds of milk on Class I milk, said fund to be allocated and paid to the Philadelphia Inter-State Dairy Council, whenever such payments are matched in amount by similar funds paid to said Dairy Council by the buyers of our milk.

(Note:—This takes the place of the previous deduction which went to the Dairy Council.)

### Urge Readjustment of "A" Premiums

The delegate body of Bedford County knowing that at the Bedford Receiving Station as well as at other Grade A plants there are certain groups of shippers who are not receiving any premiums on A milk, present the following resolution:

BE IT RESOLVED that the Inter-State Milk Producers' Cooperative demand and do all in its power to secure the payment of Grade A bonus for all its members shipping to Grade A stations. Such bonus to be paid each and every month as the members earn it.

Bedford County Delegate Body  
(Signed) President Chas. W. Koontz  
Secretary Earl H. Trueax

(This resolution contained a further provision which was referred to the Board of Directors for action. This provision was "that the Inter-State Milk Producers' Cooperative secure adequate equipment for a laboratory for the purpose of checking on the dealers' bacteria counts".)

### Dairy Council Annual Meeting

IT IS RECOMMENDED that the annual meeting of the Dairy Council be made a more important event than has been the previous practice and that the Dairy Council invite the duly elected delegates of the Cooperative, milk dealers and others who are mutually interested in the welfare of the Dairy Industry in this milk shed to this meeting which, it is suggested, be held immediately after the annual meeting of the Inter-State Milk Producers' Cooperative.

### F. P. "Daddy" Willits Made Honorary Life Member of Board of Directors

We have with us one who has served the farm interests of our state, our milk shed, and our nation long and faithfully, a man who was the moving spirit in organizing the Inter-State Milk Producers' Association twenty years ago and was its first president, who has been a member of the Board of Directors and of the Executive Committee of that organization since its inception. This man is F. P. "Daddy" Willits.

Now, THEREFORE, BE IT RESOLVED that we, the delegates assembled at this first annual meeting of the Inter-State Milk Producers' Cooperative, as an expression of appreciation for past valuable services to our organized milk producers and in order to have his advice and counsel available at all times, do hereby elect F. P. "Daddy" Willits as an honorary life member of the Board of Directors of the Inter-State Milk Producers' Cooperative.

### Recommendation on Directors' Salaries Approved

RESOLVED by the Board of Directors of the Cooperative, that the compensation of Directors, Executive Committee, President and Vice-President be the same as it has been the past year; Directors and Executive Committee—\$7.00 per diem and expenses, President—\$12.00 per diem and expenses, Vice-President—\$10.00 per diem and expenses.

### Maintenance of Grade "A" Standards Requested

WHEREAS, the consuming public in the Philadelphia market has accepted Grade A Milk as a superior product to the extent that approximately (25) twenty-five percent of the milk purchased is of that grade and,

WHEREAS, this product is equalled by special grades of milk in few other major markets,

THEREFORE BE IT RESOLVED that the Inter-State Milk Producers' Cooperative request the Control Boards of Pennsylvania and New Jersey, to lend their full cooperation in maintaining the grade "A" market on a high and equitable standard.

### More Stringent Filled Milk Legislation Urged

The manufacture and sale of filled milk continues to grow in this country, despite Federal legislation prohibiting the shipment of this product in interstate commerce and many State statutes prohibiting its manufacture and sale within the State.

To date there has been no effective enforcement of the Federal Anti-Filled Milk Law. We urge that the Department of Justice and the Pure Food and Drug Administration of the Department of Agriculture move forward aggressively to enforce a Federal statute against the shipment of this product in interstate commerce.

We likewise recommend that the Inter-State Milk Producers' Cooperative work toward having Legislation enacted in the several States where it has members; that the manufacturers and handlers of filled milk would be licensed and a State tax be imposed on the product, such tax to be commensurate with taxes paid in the State by dairy farmers; or that other forms of legislation be promulgated to prevent fraudulent sale to the public and unfair competition in the sale of evaporated milk, and all other dairy products.



### Development of New Marketing Plan Requested

WHEREAS, many producers of milk in the Philadelphia milk shed are now selling their milk on a utilization plan which forces them to sell a considerable part of their milk at very low prices when this milk could be used to better advantage on the farm and,

WHEREAS, it is possible to remedy this situation by some other type of marketing plan,

THEREFORE BE IT RESOLVED that we the delegates to the annual meeting of the Inter-State Milk Producers' Cooperative do hereby instruct our officers and directors to develop as quickly as possible some different marketing plan which will correct this unfair practice.

### More Complete Organization of Entire Philadelphia Milk Shed

(It was the recommendation of the Resolutions Committee that this question be left to the Board of Directors of the Cooperative, and the Delegate Body sustained the Committee's recommendation.)

WHEREAS, large groups of non-organized dairymen within easy shipping distance of Philadelphia constitute a perpetual menace to any stabilized milk price, and

WHEREAS, many such non-organized groups of dairymen still exist in said milk shed,

BE IT THEREFORE RESOLVED by this Inter-State Milk Producers' Cooperative in annual meeting assembled that we request our directors to make continued effort to get practically complete organization of the entire area within easy milk shipping distance of Philadelphia as soon as possible.

And Resolved—that we believe it advisable and really necessary to use funds from the treasury to accomplish this purpose

(Signed) C. S. Whittaker,  
President of the delegates of the 13th District

The following resolutions are among those approved at the annual meeting of the National Cooperative Milk Producers' Federation, held at St. Paul, Minnesota, November 9-11. These were selected by your resolutions committee as appropriate for action by the delegates to our Cooperative meeting and were approved by the delegates.

### Sanitary Import Restrictions

During the past twenty years our State and Federal governments have spent nearly 300 million dollars for the elimination of bovine tuberculosis. This campaign has also cost our farmers an additional 100 million dollars.

The program of the State and Federal governments was inaugurated in order that the public health might be properly safeguarded against the transmission of bovine tuberculosis to human beings through milk and other dairy products. We now have a condition under which the public health is protected insofar as domestic dairy products are concerned through the practical elimination of bovine tuberculosis in the United States. Our markets, however, are being flooded with dairy products from other countries of the world which have taken little action whatsoever to control the spread of this disease among dairy cattle. As a result, foreign dairy products which may be detrimental to the public health are being sold to consumers in the United States.

In addition to this public health question, it is unfair to our dairy farmers to require that bovine tuberculosis be eliminated from cattle in this country, and at the same time to permit dairy products to be imported

into this country from foreign lands where little, if any, work has been done in eliminating this disease from their dairy herds. We, therefore, strongly urge the enactment of federal legislation to require that all dairy products imported into this country be produced by herds which are free from bovine tuberculosis, or which are under tests for this disease. The inspection and tests given in such countries should be at least equal to the standards adopted by the Bureau of Animal Industry of our own Department of Agriculture.

### Federal Milk Marketing Agreements and Orders

Recent Federal Court decisions holding that the Supreme Court in its decision against processing taxes and production control outlawed all of the Agricultural Adjustment Act including the provision for milk marketing agreements and orders make remedial legislation advisable at the next session of the Congress if marketing agreements and orders are to be made available to markets that desire them.

WE, THEREFORE, request the Congress to repeal those sections of the Agricultural Adjustment Act authorizing production control and processing taxes and to reenact the present milk marketing agreement and order provisions of the Agricultural Adjustment Act as amended.

In addition, we urge that some change be made in the method of ascertaining parity prices under the Agricultural Adjustment Act to better enable the establishment of fair prices to our farmers.

We further urge an amendment to the Act which will provide for Federal mediation or arbitration of differences between cooperative associations of producers and distributors, such mediation and arbitration to be available in any market upon the request of the cooperative association.

### Disease Control

We commend the program for the control of bovine diseases which has been carried on in the past three years by the Agricultural Adjustment Administration and the Bureau of Animal Industry of the United States Department of Agriculture. Under this program the long struggle against bovine tuberculosis has been accelerated and practically completed. Substantial progress has been made in the elimination of animals infected with Bang's disease. Some work has also been done in eliminating animals suffering from bovine mastitis.

We urge that Congress appropriate sufficient funds to continue this program and we especially urge that sufficient funds be made available to conduct an effective campaign against mastitis which has been the weakest part of the present program because of the fact that sufficient funds have not been available for mastitis.

### Reciprocal Trade Agreements

The operations of the Reciprocal Trade Agreements Act as conducted by our State Department have to date been harmful to dairy farmers. Under the provisions of this act, the tariffs on cream, cheddar cheese, Swiss cheese, gruyere cheese, edam cheese, gouda cheese and blue mold cheese have been reduced.

We regard this program of reducing the dairy tariff structure as being detrimental to dairy farmers and inconsistent with any governmental program aimed at achieving better conditions for dairy farmers.

WE, THEREFORE, urge that in the consideration of any further trade agreements no further concessions be made insofar as the tariff structure on dairy products is concerned and we also request that as soon as possible the tariff duties on dairy products which have been reduced be restored to the provisions fixed in the Tariff Act of 1930.

### Oleomargarine

Oleomargarine competition continues to be one of the most aggravating problems confronting the dairy industry. During the first eight months of 1936, oleomargarine production increased 2,000,000 lbs. over the production during the same period in 1935. If the present level of oleomargarine production continues, the year 1936 will be the largest year in the history of the oleomargarine industry. This increased production is occasioned in no small degree by cheap materials used by the oleomargarine industry, many of which are of foreign origin, and by the fact that the oleomargarine industry does not bear a share of the State and Federal tax burden commensurate to that being carried by dairy farmers.

We favor the immediate enactment of legislation imposing an additional Federal tax of at least five cents per pound on all oleomargarine manufactured and sold in the United States. We likewise urge the enactment of additional State taxes on this product in an amount which will equalize the tax burden between oleomargarine manufacturers and dairy farmers. We request the enactment of Federal legislation which will prevent the shipment of oleomargarine in interstate commerce into states having oleo taxes where such interstate shipments are being utilized by the oleomargarine industry to defeat the taxes imposed upon this product by State legislatures.

### Tax on Foreign Fats and Oils

We urge the enactment of additional Federal taxes on all foreign fats and oils which will provide a coordinated tax or tariff structure of at least five cents per pound on all foreign fats and oils and an equivalent rate of duty on the seeds or nuts from which these fats and oils are extracted. Where any such foreign fats and oils are now covered by trade agreements, we believe the tax should be made effective upon the expiration date of such trade agreement.

### Imports of Dairy Products

During the past year a considerable volume of dairy products has been imported into the United States. Importation of butter and dried milk has been particularly heavy.

Insofar as the butter imports are concerned, the imports were being brought into the United States at a time when the foreign price plus the tariff was higher than the domestic price.

It is obvious, therefore, that some sort of bounty or subsidy operation is being used by those countries who are sending their dairy products to the United States.

Studies made by the National Cooperative Milk Producers' Federation indicate that New Zealand, Latvia, the Netherlands, Estonia and the Argentine are all either paying bounties to producers or absorbing the losses on exports.

In addition, reports are current throughout the dairy trade that American industrialists are selling their products abroad and making arrangements to take foreign dairy products at ruinously low prices as a part of the bargain which they make for disposing of their industrial products.

In addition to the bounty or subsidy payments apparently being used by foreign countries, we are faced with a condition under which many of the dairy countries of the world have devalued their currency to a point which gives them a competitive advantage in our markets.

WE, THEREFORE, urge that proper action be taken by the Secretary of Agriculture under Section 22 of the Agricultural Adjustment Act as amended to impose quotas on those importations of dairy products in order that these imports may not be permitted.

(Please turn to page 17)

# Your Washington "Hired Man"

## CHAS. W. HOLMAN, Secretary

### National Cooperative Milk Producers' Federation

I HAVE BEEN attending meetings of this organization and its parent organization, the Inter-State Milk Producers' Association, almost every year since 1919 and, usually, I have had the privilege of talking to you a few minutes either at the business session or at the banquet. Since 1921, I have had the honor of being your hired man at Washington in the capacity of secretary of the National Cooperative Milk Producers' Federation. A great many times back in those earlier years I tried to explain what the Federation is, but in later years I have been somewhat neglectful and have only talked about some particular job we are doing.

This Federation is also your organization. Every man or woman who is a member of the Inter-State pays dues to the National Federation at the rate of 20 cents per year. That is taken out of the regular dues you pay the Inter-State and no special assessment is made from you.

There are 350,000 farm families in this country who belong to some 55 or 56 organizations who are in a similar position with you, who join hands with you from Coast to Coast; north as far as Bellingham, Washington, and south to San Diego and Houston; from San Francisco across the continent to Boston.

### An Extensive Federation

Member organizations of this 20 year old Federation own about one thousand milk and dairy plants. Most of them are creameries, evaporated milk plants, all purpose plants, and cheese factories. Some wholesale milk organizations own country plants while a few distribute their own milk. It is estimated that nearly 300,000,000 worth of milk or dairy products is being sold through member organizations this year. This proves that our dairy cooperatives are definitely in the class of big business; and this vast volume of business is possible only through efficient operation.

I have just come from our Federation's annual meeting at St. Paul where your association sent delegates and where the usual policies of the organization were framed. I want to report to you something some of you may not know. This year our organization canvassed this country thoroughly to find three men in dairy cooperatives whom the organization felt most deserved to be given a ceremony of distinction and honor. They found two of these men in the state of Pennsylvania, two men who have been life-long friends. Each of them has just crossed the 80-year mark. Both of them were pioneers in dairy cooperation. One of them was one of the founders of your own association, our own "Daddy" (F. P.) Willits. The other Pennsylvanian is Judge John D. Miller of Susquehanna.

Following the ceremony the next day the new Board of Directors elected "Daddy" Willits and Judge Miller honorary directors of our Federation for life. I congratulate the Federation for this move.

### Services to Dairy Co-ops

Your national Federation, in addition to doing a great deal of work in connection with legislation at Washington, does an infinite amount of service work for its member organizations. That goes from helping them get a patent to getting them football tickets to the Army-Navy game, and even to the point of assisting our member organizations in reorganizing. We had some little to do with the set-up under which this organization is operating today.



CHAS. W. HOLMAN

Others in the Federation and I worked closely with your Board on the technical details of setting up your new organization.

We can claim some credit for operating what is virtually an employment service for our members. We help them find managers and employees. I am happy to say that your national organization was largely responsible for finding your present manager and here let me say, I don't think I ever heard a better, more practical, more tactful and at the same time, more courageous talk about the inner problems of a milk organization than the one you have just heard from "Art" Lauterbach.

### TB and Bangs Control

I believe one thing in which every farmer is interested in regard to marketing his milk, is the question of the control of disease in his herd. Had it not been for the work of your organization in Washington during the past three years, it is doubtful if tuberculosis would now be "on its way out" in the United States. There are only a few herds left that are not now under test. Cooperating very closely with Congress, we succeeded in getting \$90,000,000 appropriated for different forms of disease in herds. By virtue of those indemnities, we have made it possible to have tuberculosis virtually wiped out today.

### Mastitis Needs Attention

We are now working on a much harder problem: It is to get Federal authorities to recognize that the same necessity prevails for providing indemnities to farmers who wish, voluntarily, to rid their herds of mastitis. I feel quite sure it will not be long before we get such recognition. At any rate, it is a part of the policy of your national Federation, adopted at the St. Paul convention.

We are now working with the Department of Agriculture in the drafting of amendments to the AAA so as to make it possible for the continuance of what Mr. Lauterbach terms, "permissive federal market control." In addition, there may be in this new bill, a provision to allow distributors and cooperative associations to meet openly together to discuss prices and terms and conditions of milk marketing, which now, frankly, is against the law. Also, Federal authorities have agreed that permissive legislation is desirable to permit, whenever such groups voluntarily request it, the Secretary of Agriculture to send a mediator or arbitrator into their market to settle price disputes.

### Trade Agreements

I am going to close by calling your attention to another phase of our work. I refer to the operation of trade agreements

which are being negotiated by the Department of State and which have to do with the lowering of various types of tariffs. Without going into detail, I may say that under these trade agreements, as they now exist, duties have been materially lowered on the cheeses that come in and on the fluid cream that comes in from Canada. The cheese duty was reduced 2 cents per pound. More American types of cheese have been coming into this country recently from Canada than in 1929.

Butter imports have given a great deal of trouble to the market this year. I know you are interested in the butter and cheese prices because your own surplus milk price rests in a large degree on them, and in some cases Class I milk is affected. Imports of milk products from foreign countries have been very great during the past year.

### Low Standards on Imports

Since 1913 the Federal Government has expended nearly \$250,000,000 to help make this country safe so far as tuberculosis in cattle is concerned and the dairy farmers of this country have spent at least another \$100,000,000 in the losses they sustained on their cattle slaughtered in this program. The result is that this country is practically free of bovine tuberculosis. But so far as the importation of dairy products is concerned, we do not require the same standards of sanitation as our own farmers maintain. Your organization has advocated for two years that Congress pass a law requiring that all dairy products of every description which are admitted to this country must come from herds under test for tuberculosis, this test to be equal in efficiency and character to those demanded by our own Department of Agriculture. We shall continue to fight for that particular proposition until we have put it over.

When we do get this law put into effect, there will be a new market for American dairy products equal now to a billion and a half pounds of whole milk in addition to a greatly strengthened market situation through the entire line of dairy products.

I want to thank you all. I have enjoyed this chance to be with you again, and I predict for your organization under its new set-up, a strong career, not always a happy one but a very successful one.



# Boston Producers Work Together

W. P. DAVIS, Manager

New England Milk Producers' Association

IN PRESENTING the discussion which has been assigned to me on this program I would like, first, to take just a few minutes to compare the New England milk situation with the Philadelphia milk shed and its problems. I think they are similar in almost all respects. New England is bounded by Canada on the north, the Atlantic ocean on the east, and two other milk sheds on the other two sides. It is a fairly clearly defined market. It has one primary market and fifteen or sixteen secondary markets in southern New England, Maine, Massachusetts and Rhode Island.

Here in Pennsylvania you have your primary market and your secondary market problem which is comparable to ours. Whether your definition of territory is as clearly defined as in New England, I am not quite sure. I am sure your problems with respect to milk prices, competitive selling, stabilization of milk prices, relationships with dealers, and general conditions of your milk industry in this area are no different than ours in Greater Boston and New England. Further I want to state that we have moved ahead in the last ten years.

Other cooperative organizations throughout New England and the entire Eastern seaboard are going to be forced closer together in the next few years because of large national organizations of milk distributors appearing in the field.

## Co-ops Must Cooperate

I believe that during the next ten or fifteen years, we will face problems that we cannot solve alone. The interchangeability of milk supply demands, to my mind, more closely federated activity of operations by producers in our neighboring milk sheds.

There is a unity of interest in the entire northeast which brings this discussion down to some of the problems that have faced the New England farmers. I have utilized here two graphic charts to show what conditions were. I am going to try to explain how New England has attempted to meet its problems.

The New England Milk Producers' Association (NEMPA) was formed back in 1914.

NEMPA sold its milk very largely to the principal large distributors who operated and owned country plants. Those distributors were the Hood Company, the Whiting Company and the Noble Company.

About 1918-1920 in the state of Vermont, there developed a cooperative creamery movement in which towns and communities organized cooperative creameries for the purpose of handling their surplus at their own plant and making available their milk for sale to small distributors in greater Boston and secondary markets. About 14 or 15 such creameries were then organized. Then there is the group of privately owned country creameries doing exactly the same functions as the others and selling to whatever market could be secured.

## Farm Groups Competed

I want to ask you farmers if you could deliberately design a more competitive system over which the milk of a shed could be sold than is represented on that chart.

This situation continued until 1933. All groups were competing for business in all markets. Their prices varied by  $\frac{1}{4}$  to  $1\frac{1}{2}$  cents per quart. In order to get their product on some market, they were ready to put the price of milk down to cream value. For probably fifteen years the farm leaders struggled with this problem and tried to devise market principles that would eliminate it.



W. P. DAVIS

Back in 1924 a program was devised under which the country plants, cooperative units and distributors were to be taken over by the producers of the milk shed. It would appear that the program was created ten years ahead of its time because it failed. There were not a sufficient number of producers who were ready to adopt the contract and plan of organization that would give them command of this New England situation. So we continued from 1924 to 1933 to compete with each other, perhaps the most vicious situation anywhere in the United States.

It became the one problem on which the Farm Bureau, the Grange, the business people of New England, the Governors, the agricultural colleges, the extension service, the Department of Agriculture, the old Farm Board and the present Farm Credit Administration were addressing themselves to get an administrative program in the milk shed. Early in 1932 there began a discussion of a formation of a federation that would combine the NEMPA, a bargaining cooperative, and the cooperative creameries and a plan under which the privately owned creameries could be handled in a market program. I need not go into the step-by-step process. Let me simply say this—that toward the end of May, 1933, five of these cooperative cream-

eries together with the directorate of the NEMPA decided that, sink or swim, they would form a federation. Since that day when these people met in Boston and in two hours time signed all papers necessary to put this organization into operation, New England Dairies has grown to a point where it represents 72 to 75 percent of the entire milk supply of the greater Boston market.

## Worked With Control Agencies

True, we were doing this job when federal and state control and various outside agencies were available. New England Dairies attempted to utilize the outside agencies in order that they might build this program and it was during this period that the tremendous growth of New England Dairies took place. In addition to this New England Dairies went out and purchased the privately owned creameries. Cooperative creamery units also became members. Distributors are continuing to operate some plants. Additional plants are handled by NEMPA under a marketing contract. The milk represented by all these groups moves into Boston and is sold by the Board of Directors to the distributors.

There are other cooperatives in the shed: United Farmers operate three or four plants; Bellows Falls sell to chain stores; Caledonia and Cabot have not been placed; and Milton owns a 51% control in a large Boston distributor. There are also independent operators.

Some producers still sell to dealers independently. They are members of no cooperative. They have little or no voice in price or control. They did not comply with Federal orders. They are the group who have fought Federal control two times and have won each time.

In about three and one-half years time a thoroughly competitive milk market has turned into what we consider a reasonably well organized cooperative marketing program. It has meant a lot of headaches and disappointments.

Necessity is the mother of invention. That was true in New England when in the early part of 1933, the price level under the competitive system went down to \$1.00 in the 200-mile zone and farmers just had to do something about their marketing program or go out of milk production in New England. They have developed this program along that basis.

## Secondary Markets

The other problem which your manager wanted me to discuss in some detail was the basis on which we handle secondary markets in New England. Our secondary market problem, I think is almost identical to yours. Back when the New England Milk Producers' Association was reorganizing in 1917, those people who drafted the by-laws recognized the secondary market problem and that the men who supply that milk had an indirect interest in the primary market, Boston. But they were basically interested in how to handle price, terms and conditions governing the sale of their milk in that secondary market. The problem was to give protection to the northern New England supply of milk moving into secondary markets without cutting out those nearby supplies, and at the same time, give the secondary market an opportunity to manage their market. Many of the men around those secondary

markets felt they would prefer to have a secondary organization such as the Springfield Milk Producers or the Worcester Association.

The by-laws of NEMPA were designed so that in its provisions there is a section which permits local units to set up a marketing unit around each secondary market. The president and secretary of the locals whose milk moves into the Worcester market, for example, are the membership and voting delegates of this marketing association.

The presidents and secretaries around each secondary market meet annually and elect through their association, a sales committee and an executive committee for their own market. The responsibility of determining prices, terms, and conditions of sale rest on this committee and their controlling body is the marketing association. If they need instruction on policy the committee moves back to the marketing association and presents the problem.

## Follow Similar Plans

At the same time, the membership around this market is tied into the central organization. NEMPA Board of Directors is set up on a state basis. We have six states in New England and part of eastern New York whose milk goes to Boston. Each state has 2 directors and there are 3 directors at large. The three at large are usually drawn from the heavy production states. Very little attempt is made in setting up the directors to get them according to the proportionate amount or volume of production. It rests on state lines. The directors are elected for a term of 2 years. The hold-over director is the chairman of the state caucus. It is a 2 day meeting. At the close of the first day, the delegates in Massachusetts move into caucus with the hold-over director as chairman and nominate their director to be put up next day. The delegates from other states do the same.

The board of directors elects a general manager who is an ex-officio member of the sales committee of each secondary market. Naturally it is impossible for one man to cover each market so we have a scheme of branch offices. We have 14 secondary markets and 4 branch offices with a district manager and if the territory is large, he is provided with an assistant fieldman and one or two girls in the office. We have branch offices in Worcester, Springfield, Providence, and Lawrence.

## Local People Have Control

Those district officers have full control up to the point of a milk strike, to withdraw the product in any emergency.

That plan has developed a method by which secondary markets have been well served, as well as, and probably better than, they would have been if they set up individual associations in each market. This is true because through the influence of New England Dairies, milk has moved into secondary markets to support shortages, only at the price established, for example, by the Worcester Committee. The secondary market is given protection that milk will not move except at a price established by the committee.

I have given you a picture of the structural set-up. One more thing I might say about NEMPA is about servicing its small dealers. It has a truck delivery service covering greater Boston and all of the secondary markets, delivering milk and cream whenever and wherever needed to small dealers in greater Boston.

There was a period during the time of the last Order when there was a good deal of non-compliance; due to the good price, NEMPA's sales began to decrease. When Judge Brewster's decision came on August 1st, we reduced Class 1 price 1 cent per quart and narrowed the spread to less than 30 cents per hundred between Class 1 and

Class 2. Since then sales have substantially expanded because there is no incentive for a chiseling dealer to go back into northern New England to buy his milk cheaply.

## The "Town Meeting" Idea

One comment with respect to state and federal control—New England believes it can utilize this type of control. In the 18 or 20 years that NEMPA and, more recently, New England Dairies, has been operating, I believe it has come to the conclusion that no cooperative will secure 100% of the membership of milk farmers in any given secondary or primary market. All won't join one organization so that there will always be a minority outside. That minority will find itself in the position of doing what the dealers tell them. I believe in the old New England Town Meeting. In that, the town warrant is presented on which there are various presentations for roads, schools, bridges, etc. When the warrant covering an appropriation is presented to the Town Meeting, they usually work on the basis of a yea and nay vote, or if there is any doubt they poll the house. If the majority rules that the appropriation be made, the minority goes along with the majority, pays its taxes and raises that appropriation. I don't see why it isn't just as logical to apply that principle in the milk market plan. You may say it interferes with your American rights, but if the great majority of farmers in the milk shed want one plan, I wonder if anyone has the right to prevent them from getting it. If they won't all get behind one program I think it sound to ask the Federal government or state control to come in and whatever the majority says, the price should be. Whether this is American or not, I believe it is sound marketing.

## Wants Governmental Aid

It is for that reason that New England has followed through on two reversed decisions on Federal control. It has been vigorous in its representations to other parts of the country and to Washington that such amendments should be made to the Federal Marketing Act so that these plans can be carried out. We know it might take three to five years to establish the constitutionality of control, but when you consider other types of regulatory legislation and their history, like the Interstate Commerce Commission for example, every phase and word was tried out before the courts to determine its constitutionality. We won't be disappointed if it takes 5 years to establish the constitutionality of this program because without it and without 100% control of the market, you have to compete with that market's unorganized minority. New England is prepared to go ahead and take such steps as it can with other associations to develop a type of Federal control to take care of this minority because we know that control in New England has meant from  $\frac{1}{2}$  to 1 cent more per quart for Class 1 milk than we could secure under uncontrolled competition. That is something worthwhile. If we perform our functions as a cooperative and cannot get 100% support on a milk plan we must get control over the minority or compete with them and we don't know if they will die before we do, or not.

Where the milk is entirely within the state and that market can operate on a state set-up, we are for that. It has worked in our smaller markets in Massachusetts, very successfully. Where milk comes in from Maine, New Hampshire, and Vermont, the state board is helpless and we have to coordinate between the state and Federal for help.

## Praises Our Manager

In closing, I want to say I have enjoyed this chance to talk to you. I wish I could come here and work with Mr. Lauterbach

because I consider him one of the most thoroughly trained and experienced men in milk marketing today. He has had wonderful opportunities, not only in the great Northwest, but as administrator of the Dairy Section of the AAA where the problems of milk cooperatives from all parts of the United States have been thrown on his desk, giving him an opportunity to study the strength and weakness of each plan.

I hope he will have the greatest success in working with you and I know that if you and he go along together you will build in this market, a price level, an organization and a plan of doing business that will place in your hands as milk producers, the right and power to establish and maintain a fair price for milk.

## Resolutions—(Continued from page 16)

mitted to weaken or disregard our domestic dairy price levels.

We urge that the Secretary of the Treasury take proper action under the countervailing duty section and the anti-dumping section of the Tariff Act of 1930 and that he impose upon all dairy products imported into this country a countervailing or additional duty equivalent to the amount of bounty or subsidy payments being made by the foreign countries whose dairy products are coming into our markets.

## Government Purchases of Dairy Products

We commend the Agricultural Adjustment Administration for the able manner in which the purchase of surplus dairy products has been conducted. The purchase of surplus dairy products by the Administration has materially assisted our dairy price structure and has resulted in millions of dollars in additional income to dairy farmers throughout the United States.

We urge that Congress provide sufficient funds in the way of additional appropriations to enable the Agricultural Adjustment Administration to continue this work.

## Imports of Meat

American farmers have been required over a long period of time, in the interests of public health and to prevent the spread of disease among livestock, to eliminate from their farms contagious diseases of animals.

In addition, there are rigid sanitary and inspection laws under which the Federal and State Governments carefully guard the public health in the slaughtering and sale of meats for human consumption.

We strongly urge that inasmuch as our farmers are required to meet these conditions insofar as meats for human consumption are concerned, that the same conditions relative to the elimination of contagious diseases among animals and the rigid inspection of slaughtering and sale of meats be applied to any meats or meat products brought into this country from foreign lands.

Our Federation will be glad to cooperate with livestock producers and other farm organizations in carrying forward the program.

Teacher: "Have you heard of Julius Caesar?"

Pupil: "Yes, sir."

Teacher: "What do you think he would be doing now if were alive?"

Pupil: "Drawing the old age pension."



# Cooperation in the Dairy Industry Abroad

By F. F. LININGER

Professor of Agricultural Economics  
The Pennsylvania State College

A YEAR AGO I addressed the last annual meeting of the Inter-State Milk Producers' Association. Today you are holding the first annual meeting of the Inter-State Milk Producers' Cooperative. Appropriately, on this occasion, one might point out important lessons learned from the Association as well as certain problems facing the Cooperative. But my intention is not that. The theme today is cooperation in the Old World, and indeed cooperative endeavor in Europe may well engage our attention here in America. You will be interested, I believe, in the activities of both the producer cooperative and consumer cooperative societies, and the part each movement plays in the dairy industry abroad.

## The Role of Cooperatives in the English Dairy Industry

In England the first agricultural societies were for the purpose of safeguarding farmers against inferior feeds and fertilizers. Cooperation of farmers as producers did not come to the fore until the turn of the century. At that time there were less than a score of agricultural cooperative societies, enrolling about 5,000 members. With the purchasing organizations already set up, it was a short step to make them function also in the sale of farm products.

Dairy produce, second only to livestock in agricultural importance, was the first to be cooperatively marketed. Cheese and butter factories are in most instances of fairly early date; the oldest surviving was formed in 1903. The decade 1912 to 1922 marked the development of wholesale milk selling organizations. Cooperative activities after 1925 were bent on maintaining the fluid market by removing the surplus, sometimes handling it at a loss. This object was most successfully attained in Lancashire County where the plant at Barrow remained open all year round, accepted any milk members chose to send, arranged liquid sales and then made cheese and butter or fed pigs with the surplus. At that time the Lancashire area was almost a geographically closed market for fluid milk.

During the period 1925 to 1930 the government attempted to regulate British agriculture. At the same time throughout the world agricultural prices continued to fall. During this period the failure of the subsidy policy to cope with the international depression of agriculture is evidenced in the abnormally low prices for farm products and the widespread unemployment of 1930. The Labour Party, then in power, had held the opinion that agricultural prosperity could be restored only by State control of marketing and by compulsory association of producers on a commodity basis.

## English Marketing Act

The Agricultural Marketing Act of 1931 inaugurated a new policy in British agriculture. In the act itself State control was limited to the approval or disapproval by Parliament of the marketing schemes presented by producer associations. Under the

authority of this Act the Central Milk Marketing Board was set up. All dairy farmers selling milk from four cows or more are required to register with the Board. Only producers of tuberculin-tested milk are excepted. The Board becomes a third party to every contract between buyer and seller. Distributors and manufacturers make payments to the Board and the Board sends out monthly checks to the farmers.

## Cost of Production Allowed

Prices set by this producer board represent what producers believe will allow them a profit and the distributors' margin. The consumer is consulted, but the price is definitely a producer-made price in an almost closed market. Producer-retailers operate under license selling now at the Board's fixed price within the area.

The Board has taken the stand that home output of milk should be increased and that the wholesale price of liquid milk be high enough to cover a subsidy to manufacturers of dairy produce. English and Welsh butter and cheese factories are in no position to compete with imported dairy produce, and although foreign imports may be regulated under the Agricultural Marketing Act of 1933, the Ottawa Agreement provides for free interchange within the realm. This means that New Zealand butter enters England free of duty.

At the annual meeting of the Board this June, the year's increase of 78½ million gallons of milk and 4,106 new contracts were reported. This new supply used for manufacturing purposes brought the proportion of surplus up to about one-third of the total farm sales. The additional milk was attributed to the new contracts. These were made with producers who had formerly been engaged in stock raising or farm butter making. There is no restriction on new producers enjoying the same benefits accruing to old producers. The increased volume of milk offered for sale is considered by many as a reliable indicator of a profitable industry.

## English Consumer Cooperatives

Let us next examine the status of the consumer cooperative movement in England today. It is no new institution there, for witness the plans already being made for the centenary of Rochdale cooperation to be held in 1944. The Rochdale group established several sound principles, chief among them the distribution of profits in proportion to purchases. The movement spread around Rochdale until now there is scarcely a village which does not possess a cooperative society or does not have a retail branch of a cooperative. There were

more than seven million members of retail cooperatives in 1934 and annual sales totalled a billion dollars. This represents about 10 percent of the retail trade. An English worker may buy his shoes, his groceries, his insurance, in fact everything from layette to shroud, from the cooperative society. About one-quarter of the retail milk distribution is handled by consumer societies.

Retail societies prefer to serve their customers with cooperatively produced goods and for this reason the British cooperatives in 1863 formed the Cooperative Wholesale Society, popularly known as C. W. S. It acts as a wholesale buying, manufacturing and banking organization for the movement. It is governed by directors and delegates elected by the member societies.

## Loss in Farm Activities

The consumer movement has also ventured into agricultural production, but with very little success. About 100 retail societies operated farms which in 1934 showed a loss of over \$150,000, or about \$5 loss per acre. The universal experience of the C. W. S. in its farming operations showed that these were also conducted at a loss. This is in contrast to the successful effort of the movement in manufacturing and merchandising.

But the forward march has not been made without some obstacles. The Income Tax Act of 1933, breaking in on this fruitful prodigy of the consumer, aroused an onslaught of protesting propaganda. Societies were formerly exempted from income tax provided that they did not simultaneously (1) limit the number of their shares and (2) trade with non-members. The Income Tax Act of 1933 abolished this exemption. Consumer Cooperatives now protest the payment of five million dollars yearly to the State. Revision of the Act was an important issue of the last general election. The Cooperative Union distributed more than three million pieces of literature in its case against the tax. But the momentous issues of war and peace submerged the commonplace problem of housewives' expenditures.

## Cooperative Education

The consumer movement is not limited to producing and consuming. Social and educational groups are organized as a part of the activity. The Women's Cooperative Guild, the National Cooperative Men's Guild and the British Federation of Co-operative Youth are foremost among such organizations. These groups distribute propaganda and instill the philosophy of cooperation through group study and recreation. A definite percentage of the income of the movement is utilized for propaganda purposes.

A Ten Year Plan for Cooperative Education has been outlined by the National Educational Council and has received the full approval of the Sixty-Seventh Annual Cooperative Congress which met at Cardiff in 1935. The Plan was conceived as a fitting step to prepare for the Rochdale centenary. It aims to secure planned increases in the number of members, the amount of trade, particularly of cooperative production, and the range of services available to cooperative members. Every society is urged to establish an educational department and the larger societies are advised to employ a full time secretary of education. The movement advocates compulsory day-time education for employees under 18 years of age as a condition of employment.

## How This Country Differs

The development of consumer cooperatives in Europe has attracted the attention of economic planners and educators in this country as a movement that might well be fostered here. There are certain facts, however, which the American consumer cooperative must face. We have established in this country a large scale form of distribution in the chain stores. During the years from 1886 to 1930 when the C. W. S. increased its shareholders more than 10 times (from 558,000 to 5,983,000) chains grew from five stores to 70,000. The chain store here performs a function comparable to the consumer store in England. The economies of large scale buying and manufacturer advertising of brands are employed by both. Indeed the American traveler does not wonder at finding consumer stores in English towns. He views them much as he has always looked upon his home town Woolworth and A & P stores. And there is little difference on the surface. However, their roots sprung from widely separated sources. The chain store is built on capitalism and by serving consumers its purpose is to return a profit to distributors. The cooperative store, on the other hand, is owned by the consumers and aims to operate for the advantage of consumers.

Regardless of its motive, each country now has its established form of distribution. The idealist who hopes to parallel the British development in this country should consider the competition such a movement would meet from the existing system. Then, too, the nature of our population must be taken into account. Here is not a homogenous people. We are a mixture of nationalities, races and creeds. As such we are individualists in our desire for goods and services.

## Consumer vs. Producer Co-ops.

The bond of cooperation has not always been sufficient to keep producer and consumer cooperatives on the same side of the fence. To a certain extent, they are united in the Cooperative Union and do have a certain loyalty to the word cooperation. In milk distribution, the consumer cooperatives admit that they can distribute at a slightly lower margin than that fixed by the Board, but they maintain that in addition prices to producers should be reduced.

"We would be forced to stand the full cut," say the producers. Consumers would make up their loss in dividends by the lower retail price.

The verbal battle over the Board's schedule of prices has brought out other conflicting points of view. Price contracts are made each October for the coming 12 months. There is no variation in the price from October through March, but the prices for the remaining six months are slightly lower. In June, 1936, fluid milk brought the farmer 10 cents a gallon less than in the winter months. For the period from October, 1935, to October, 1936, this price would average about \$2.90 per 100 pounds.

## Board Receives Many Protests

Immediately after the Board published the 1935-36 price, protests arose from producers who did not think they were getting enough, from the Central Milk Distribution Committee on the part of milk dealers who wanted wider margins, and from the Parliamentary Committee of the Cooperative Congress which pointed out that milk prices were at a higher level than any other food prices. Formal hearings were held during January and February of this year and the Board did reduce the price to farmers by an amount equal to about five cents per 100 pounds. The retail price was not changed. Fluid milk sells at from 10 to 13 cents per quart, which is high relative to wages when we

note that the average industrial worker in England receives less than 15 dollars a week. The higher prices are charged in the larger towns and cities.

The Board in its price fixing, considers costs of production as they are shown on producer statements. The idea is to keep the fluid milk price high enough so that the pool price does not fall below an amount which the Board deems just on the basis of cost of production. The wholesale price of milk for manufacturing is about 10 cents per gallon, but this price is only maintained by subsidizing the dairy manufacturing industries out of returns from fluid milk.

## Little Tuberculin Testing

Pool prices this year ranged in the eleven areas from \$2.10 to \$2.30 per 100 pounds. Farmers producing accredited milk received slightly higher prices. Accredited milk is raw milk from cows which have passed a veterinary examination but have not been tuberculin tested. *Tuberculin tested* is a special grade of milk; in fact, it represents the best grade of milk permitted to be sold under special designation. There is no incentive to produce anything like our Grade A or certified milk. There is no premium for low bacteria count or high butterfat content. Milk is bought and sold by liquid measure, with no regard for butterfat test.

The Milk Marketing Board has given very little attention to improving the country's milk supply, but has concentrated on increasing the volume of production. They hope to raise the per capita consumption of fluid milk, which is among the lowest in Europe, and so absorb the total supply.

The consumer cooperatives presented facts to show that increased production with no adjustment in the retail price will not stimulate demand. Members of consumer societies bought less fluid milk per capita in 1935 than in 1933. During that same period the sale of condensed milk increased 140 percent.

Although the Board has not provided a price incentive to consumption, they have attempted to build up a demand for milk through publicity campaigns, milk bars and the like. Fluid milk is provided for school children at reduced prices and mothers of pre-school children may buy one pint per child at 40 percent less than the legal price.

Admittedly the English Milk Marketing Board has increased milk prices but not without the usual difficulties of price control such as are familiar to us. Continued aid to the producers of milk in England for the purpose of building up a dairy manufacturing industry can hardly be justified however, since these products can be obtained from Denmark or New Zealand at much lower costs. The English production problem is very similar to our own in Pennsylvania. In most parts of this state milk produced solely for manufacturing will not bring a profit. Sound economics dictate the purchase of dairy products and manufacturing milk outside the state, and within, the development of dairy farming primarily for the fluid milk and cream markets. It is significant, however, that our system of rewards for the improvement of the fluid milk supply is far superior to that in England.

## Cooperation in Other European Countries

In Denmark the cooperative movement is largely agricultural. The farmers' cooperative dairy is the center of the economic life of the village. Around it the cooperative buying activities are set up. Thus the cooperative movement in Denmark is comprised largely of agricultural producers, although its activities extend into cities, especially in the retailing of food products. "Cooperation in Denmark is good neigh-



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NOW THERE IS a way to make sure of getting more milk. It's assured you through "MORE MILK INSURANCE." This is an exclusive offer that backs up Purina Cow Chows. It means more milk and feeding the best in dairy feed at no extra cost. Make application for "MORE MILK INSURANCE" at your nearest Purina dealer.

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ANDIS CLIPPER COMPANY, Dept. A 17 M Racine, Wis.

**HOGS ON ONE SIDE CORN ON OTHER**

The harmless sting from the One-Wire Electric Fence effectively confines hogs, horses and cows. Cuts costs 50 per cent. Proved safe and dependable. Pioneer manufacturers. In use the country over. See how it works, 30 day trial offer. Valuable booklet sent free. **One-Wire Fence Co., B-122, Whitewater, Wisconsin.** Distributors invited.

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Classified advertisements will be carried in the Inter-State Milk Producers' REVIEW at the rate of 5 cents a word, \$1.00 minimum per insertion. Each initial and abbreviation counts as one word. Cash with order.

**HORSEMANSHIP**

"HOW TO BREAK AND TRAIN HORSES"—A book every farmer and horseman should have. It is free; no obligation. Simply address Beery School of Horsemanship, Dept. 10312, Pleasant Hill Ohio.

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Amazingly simple-efficient-inexpensive milk stirrer, cooler and aeration for dairy farmers located anywhere. Valuable catalogue free. Two weeks trial. Write Coburn Co., B-122, Whitewater, Wis.

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COW AND HORSE clippers sharpened. Enclose 50¢ per set blades mailed. Guaranteed. Prompt service. Stewart and Andis Clippers. Parts and Blades. CREUTZBURG, Dept. D., 119 N. Sixth St., Philadelphia, Penna.

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**Members' Exchange**

The REVIEW is your paper. You may use its columns without cost to tell other Inter-State members what you have for sale. This offer is not open to dealers or agents even though they may be members but is designed to help members dispose of their own products.

A four-line limit (about 30 words) in this type-size is permitted each member in any one issue this space to include member's name and address. Notice must reach our office by the 27th of the month preceding date of issue.

**FARM FOR SALE**

GOOD FARM FOR SALE, 75 acres, all tillable, 2 miles from Hurluck on the Eastern Shore of Maryland. A. Amussen, Owner, Hurluck, Md.

borship," we were told at the Cooperative College, "and never could succeed beyond that point."

In Sweden the merits of pasteurization are still a chief topic in milk circles. For this reason pasteurization of milk is generally not required nor is there much tuberculin testing of cattle. There is a tax of about 1/2 cent per quart of milk sold by farmers. The funds so derived are used for paying bounty on export butter and milk used for manufacturing. On manufactured milk the bounty is about a cent per quart, which has to be paid out of other farmers' returns for fluid milk. This discourages producer-retailing. The retail price at the shops, sold not in bottles but in bulk, dipped into consumer containers, is 6 1/2 cents per quart, of which the farmer gets somewhere around 55 percent. Milk from tuberculin tested herds sells for about 10 cents per quart.

### A Conflict of Interests

In the retail trade the conflict between producer and consumer cooperation is apparent. In Sweden the shops of producers compete directly with those of consumer cooperatives. Since the milk producers' organization controls a large part of the supply, the consumer retail shops frequently must obtain their supply from their competitors in retailing. To avoid this they sometimes go out and establish their own sources in the country. This is likely to stimulate more activity on the part of producers in obtaining new retail outlets of their own.

The consumer groups say, in effect, "You keep out of retailing." The farmers retort, "You have only about 1/4 of the retail food business—there is plenty of room for us." The national organizations of the two movements, producer and consumer cooperatives, have now set up an agreement whereby a status quo is to prevail, neither group expanding activities any further into the other's field. Apropos of this agreement, not yet put into effect, one farm leader said to me, prophetically, "After all, there is the problem of selling and buying—you can't eliminate conflict."

### Finnish Dairying

In Finland fluid milk consumption per capita is high, being estimated at more than a quart a day for each person. Climatic conditions doubtless are a factor in the high consumption in this far northern country. Helsinki, known as "The White City of the North" and the capital of Finland, is the most northern capital city in the world. House delivery of milk is unknown in Finland. In shops the bulk price is 1 1/2 Finnish marks per liter or about 3 1/2 cents per quart. This seems to be a very low price for milk, but one should remember that in Finland the average industrial worker earns only about 75 cents a day. He can buy at the retail shop about two quarts of milk with an hour's wages. In America the average hourly earnings of an industrial worker would buy more than twice as much milk. It would be of better quality, in sanitary sealed containers, and would be placed on his door step in the early hours of the morning for the family breakfast.

It is generally admitted that milk is retained at no profit in Finland. It is used as a leader to attract customers to the retail stores or shops, which depend on cream, butter, cheese and other products for profit.

Elanto, the consumers' cooperative society in Helsinki, sells large quantities of milk. Velio, the farmer dairy cooperative, also operates retail shops in the capital city competing with its milk and butter customer, the Elanto Society. "When Elanto started collecting in the country, we had to swim in our own milk," said a Valio representative, "so we took over a

big dairy here in the city, the Helsinki Milk Company, with about 100 retail shops. We operate the business under its old name and retail at the same price as Elanto."

### Cooperatives in Germany

In Germany Hitler came into power in March 1933. Out of the gigantic struggle to effect national unity as well as to attain a high degree of self-provisioning, there emerged within a few months a complete program of rigid governmental control in the food industry which was centered in the "Reichsnährstand." In the dairy industry the producer cooperative organizations became the nucleus of the control body. Membership in producer cooperative organizations was made attractive by higher prices to cooperative members, so that within two years 70 percent of all milk delivered to the government-designated plants was under cooperative control. Prices to producers and consumers were rigidly fixed. In the Berlin market distribution margins were reduced 17 percent from 1933 to 1935. Producers gained to the full extent of the changed margin, since consumer prices remained practically the same. In the payment of returns to milk producers, distant farmers were favored at the expense of those near large industrial centers. This was considered desirable from a national viewpoint since high total production in the nation was the chief objective. Thus the policy of the Reich brought aid to many marginal producers of fluid milk while at the same time it squeezed middlemen, with the result that only the efficient ones survive.

Germany is outstanding in price control in that its regulations are enforced to the most minute detail. Bootlegging is prohibited under threat of jail and heavy fines. To be sure such rigid control means less freedom for individuals, but it is the way Germany has chosen to build the nation.

A significant comparison arises between the trends of producer and consumer cooperatives under the Hitler government. In contrast to the growth of farmer cooperative marketing associations, such as those handling milk, the consumer cooperative movement has declined in importance. This has been attributed by outside observers in part to a belief of the Nazis that the consumer societies were not friendly to the new regime, but is chiefly due to over-expansion in some societies which forced high overhead costs in years of contraction, making efficient operation impossible. A fund of 60 million Reich marks was provided by the government to assist in the liquidation of inefficient consumer societies, so that members would not suffer loss. Those societies which continue, I understand, must in every way show efficiency through their ability to compete with private business.

### The Russian Experiment

In Russia, likewise, a rigid price control exists under the state system of milk distribution. All instruments of production and distribution are owned by the government, in contrast to the German system of private ownership. My first impressions of the two systems are that the German plan is by far the more efficient in both production and distribution. In any case, however, Russia is still in the experimental stage of development, and in the dairy industry as in all industry the experiment should be confined strictly to Russia.

### Summary

From the foregoing observations relating to the dairy industry in Europe it seems to me significant that under democratic government abroad, as well as in this country, efforts at price fixing and various state regulations regarding sales of milk

(Please turn to page 23, column 2)

## Production Drops With Cold Weather

Milk production this fall has been above average. This has been true in this milk shed and even more so in the north central dairy states. This is due to more grain being fed, fewer dry cows, and excellent fall pastures. A sharp drop in production was experienced when freezing weather arrived and the effects of short supplies of home grown feed were felt.

The effect of this heavy production was shown in a slight reduction in butter prices as compared to late summer. The butter storage situation shows slightly more than average supplies on November 1, while a month earlier there was about 14% less than the average amount of butter in storage. This was due to heavier production and slightly smaller demand.

Cheese storage supplies were about 16% above average on November 1, as compared to 9% more a month earlier. Evaporated milk supplies are also larger than had been predicted, due to heavier fall production.

Fluid milk prices in other markets are holding up with increases in a few places. Local cream prices showed a slight drop from October. Pennsylvania approved cream being quoted at about \$17.00 per 40-quart can early in November and \$16.75 later in the month. Cream from unapproved sources ranged from an average of about \$14.25 to \$14.75 during the month.

Butter prices have shown some improvement, averaging 33.59 cents a pound in November as compared to 32.88 in October. The November 30 price was 33 3/4 cents.

### Prices Paid Producers On Other Markets

Class I price 3.5% milk for October, weighted average price for September (S), or October (O). All prices f.o.b. city market except as indicated.

Market	Class 1 Price	Retail Price	Weighted Average Price
Philadelphia	\$2.88	12	\$2.165 S
Pittsburgh	2.65	12	*1.86 S
New York City	*2.90	14	3.08 S
Hartford	3.35	14	2.882 O
Providence	3.66	14	†1.797 O
Boston	†2.82	12	2.484 S
Washington	†3.25	14	2.79 S
Richmond	3.67	14	2.02 S
Wheeling	2.475	12	1.85 O
Dayton, O.	2.40	11	2.04 S
Evansville	2.07	11	2.15 S
Detroit	2.48	12	2.00 O
St. Louis	2.45	11-13	2.01 O
Sioux City	2.40	11	
St. Paul	2.20	11	

\* Price applies in 201-210 mile zone.  
† Price applies in 191-200 mile zone.  
‡ Price includes fluid milk and all cream.

NOVEMBER, 1936, BUTTER PRICES

Date	Philadelphia	New York	Chicago
2	34	33 1/2	32
4	34 1/4	33 1/4	32 1/4
5	34 1/4	33 1/4	32 1/4
6	34 1/4	33 1/4	32 1/4
7	34 1/4	33 1/4	32 1/4
9	34 1/4	33 1/4	32 1/4
10	34 1/4	33 1/2	32 1/2
12	33 1/2	33	32 1/4
13	33	32 1/2	32
14	32 1/4	32	32
16	33 1/4	32 1/2	32
17	33 1/2	33	32
18	34	33 1/2	32 1/4
19	34 1/4	34	33
20	34 1/4	34	33
21	34 1/4	34	33
23	34 1/4	34	33
24	35	34 1/4	33
25	35	34 1/4	33 1/4
27	35	34 1/4	33 1/4
28	35	34 1/4	33 1/4
30	34 1/2	33 1/4	32 1/2
Average	34.22	33.59	32.56
Oct., '36	33.39	32.88	31.41
Nov., '35	33.14	32.26	31.52

### European Cooperatives

(Continued from preceding page)

leave much to be desired. On the other hand, we note that rigid price control must be purchased at the price of liberty, which likewise does not fit into the American system.

In my opinion a rather free but fair competitive system, with the government of course making certain contributions, is likely to result in greater efficiency and so be more desirable socially in the long run.

Under such an economy the field is open to all interested parties, producers, consumers and private dealers alike, and the efficient operator gets the business. This appears to me the best for society and the one which is likely to furnish consumers with milk of highest quality, in largest possible amounts, when and where they want it.

### Vermont is Now T.B. Free

With the addition of Orleans County, Vermont, to the modified accredited tuberculosis-free area, the U. S. Department of Agriculture announces the entire State is now in the modified accredited area, effective November 2, 1936. This makes a total of 42 States in that classification which means that bovine tuberculosis has been reduced to less than one-half of one percent of the cattle population.

He: "Let's get married."  
She: "All right."  
(A long awkward silence.)  
She: "Why don't you say something?"  
He: "I've said too much already."

The only safe way to destroy your enemy is to make him your friend.

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**Horace F. Temple**

INCORPORATED

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The following notice was inserted in a farm magazine:  
"Anybody found near my chicken house at night will be found there next morning."



## Our Year's Work

(Continued from page 7)

Our Board of Directors has been faced with many perplexing problems during the past year and I want to thank them at this time for their support and cooperation and their keen sense of duty which enabled us to solve these difficulties in a manner which I am sure will be for the benefit of all the members of our organization. Much of their work was given to the establishment of our new Cooperative, and I am saying frankly that differences of opinion were in evidence on many points. This is as it should be because it shows that the directors were thinking this through and after a decision was reached on these various questions, splendid cooperation was received from the Board in carrying out the will of the majority.

Expressions of appreciation are also due the entire staff of the organization. This includes the field representatives who put in long hard days in the sign-up work while also taking care of the regular field services which they have performed in the past. They have been confronted with and have overcome objections and criticisms of every conceivable type and have a splendid record of accomplishment in the signing-up of members in our Cooperative.

### Praise For Employees

The office staff has also been confronted with much additional work. The signing up of new marketing agreements, the transfer of members from the old Association to the new Cooperative and the keeping of many other records necessitated by the new organization has not only added to their work but made it more complex. The entire system of records for the new organization is being set-up according to the past experience of the old Association and of other similar Cooperatives. This, I feel sure, will simplify our office records and speed up our office work as soon as the transition from the old to the new organization is fully accomplished.

While we are holding the first annual meeting of our Inter-State Milk Producers' Cooperative, we are, in fact, just well underway in our first year's work. There is a big job ahead of us and we are looking forward to a constantly growing membership and an organization which is giving a constantly increased service to its members. We feel that you delegates and other members who are present today are in an excellent position to help yourselves, together with all other members of the Cooperative, by carrying a complete report of this meeting back to the members in your various Locals.

### Farmers' Co-ops Make Gains in 1935-36

Gains in both membership and volume of business by farmers' cooperative associations during the 1935-36 marketing season are revealed in estimates released recently by the Farm Credit Administration. Basing its figures on information it assembles yearly, the Cooperative Division lists the number of active associations at 10,500, slightly less than a year ago.

From the data received, the division estimates that these associations did a total business of \$1,840,000,000 during the 1935-36 season. This is an increase of 20 percent over the 1935 estimate. Total membership is placed at 3,660,000, an increase of almost 12 percent.



### FREE BOOK

To know what to do when cows ail, write today for your free copy of this valuable book. A treatise edited by a famed Veterinarian. Thirty-two pages fully illustrated.

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Kow-Kare is known for its specific promotion of vigor at freshening time. The medicinal support is supplied where most needed... to relieve the strain of producing a healthy calf. Calving troubles will concern you less if you use Kow-Kare for a few weeks before, during and after the ordeal.



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with the feed

OUT of pasture and fresh air, no cow is at her best. Feed costs this season demand the use of a supplement that will promote digestion and assimilation to their highest point to avoid loss on the investment in food. Dry, rich diet must be geared to a conditioning program that will encourage milk-flow and at the same time maintain bodily health.

### Iron-Iodine formula whips up sluggish organs

Kow-Kare, the great cow conditioner of demonstrated merit, is a balanced formula of Iron, botanical drugs and Iodine in assimilable form. Instead of feed going to waste, it is utilized in building digestive vigor to highest pitch. The known deficiency of Iodine in most areas is overcome by its addition in scientific quantity to a formula that has been the reliance of successful cow-owners for thirty-five years.

Reap large dividends by taking the advice of your feed, drug or general store and keeping Kow-Kare on the job. \$1.25 and 65¢ sizes. If not available locally, order direct.

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Dept. 6 Lyndonville, Vermont

# Milk Producers

INTER-STATE

ISSUED MONTHLY IN THE INTEREST OF THE DAIRY FARMER BY

Vol. XVII

West Chester, Pa., and Pl.

7. Agr. Economics & Farm Management  
Cornell University, Ithaca, N. Y.  
E. Inc.  
No. 9



## Pulling Together

These boys are learning what cooperation means. Before that log is converted into firewood they will know among other things that they can stop sawing wood only long enough to drive home a point now and then. Doubtless they already know that they have to work together—cooperate—in pulling this cross-cut

saw. Woe to the cooperater on this job who decides "to ride along" and let the other fellow pull the saw, and if he should start to drag his feet—well, see that hammer.

Selling our farm products, especially a perishable like milk, needs the same kind of pulling together with everyone doing HIS part—and no "riding along".



## Franklin M. Twining

September 15, 1888

December 8, 1936

Frank Twining is gone. He was taken from his family and from us in the prime of his life. He is missed—for his place cannot be filled.

Frank was known to thousands of dairymen in Pennsylvania and the Philadelphia milk shed. They loved him and respected him for he stood for, and represented, those things in life for which we all strive and so few of us attain. He stood for square dealing and would countenance nothing less. His sincerity of purpose and directness of manner won for him that asset which only those who live and work as Frank Twining lived and worked can acquire—the full and complete confidence of his business associates and of the many hundreds with whom his work brought him in regular contact.

Left by his untimely passing are his widow Eleanor; a son Wilmer, a Junior in Pennsylvania State College; his father, Wilmer A., who is farming at Wycombe, Bucks County; and two sisters, Mrs. Thomas Hill of Glenside and Esther Twining of Wycombe.

Frank Twining joined the Inter-State Milk



Producers' Association in 1917, served as a director from December, 1918, to June, 1934, and performed field services for the Association in 1921 and 1922. When the Field and Test Department was established in 1923, he was placed in charge and headed that work continuously until his death. He was also elected Treasurer of the Association in October, 1933. Upon organization of the Inter-State Milk Producers' Cooperative early in 1936, he was elected Treasurer and Director of the Field and Test Department of that organization.

There is a vacancy in our organization caused by Frank's death, a vacancy which cannot be filled. When he was taken from us, our organization lost an irreplaceable asset represented by the complete confidence our membership had in him and in his work. We lost the inspiration of a noble character who, during eighteen years of sincere, devoted work unhesitatingly put the interests of the membership first, of associates next, and of self last. That confidence and those principles of service are ours to maintain as a living, active memorial to Frank Twining.

### A Tribute to Franklin M. Twining

In the death of Frank Twining the agricultural interests of Pennsylvania have lost one of their best supporters, especially the dairy and cooperative enterprises as he was closely associated with them.

Having been farm-raised and following that occupation for a number of years he was well qualified to fill the position in our Inter-State Milk Producers' Association as head of the testing department. This gave him many contacts in the field with the producers. He was always ready to champion their cause and give aid where needed.

I feel sure that he always gave the dealer who tried to do the right thing a square deal and smoothed out many difficulties between dealer and producer to the satisfaction of both.

His later elevation by the Directors to the Treasurership of the Association was proof of their confidence in him.

Having been closely associated with him for nearly thirty years, socially and through business contacts, his manners and actions were never anything but that of a gentleman. He will long be remembered for his wit and humor.

During his directorship in the Inter-State, as a representative of Bucks County, he was ever mindful of the trust placed in him and was the means of keeping many in the Association during its difficulties.

His family life was a fine example of his character and mode of living. His many evenings spent in the care of his rose

garden and the result of his efforts bespoke of his fondness of nature.

His life and manner of living will ever be an example and inspiration for those of us left to follow.

LEWIS P. SATTERTHWAITE.

### Dairy Conference Meets in Baltimore

Every phase and angle of milk marketing will be featured in discussions at the annual meeting of the Northeastern Dairy Conference, to be held at the Lord Baltimore Hotel, in Baltimore, January 27-28. The Conference covers twelve states:—Virginia, Maryland, Delaware, Pennsylvania, New Jersey, New York, and six New England states.

"Cream Shipments in the Northeast" will be discussed by Professor Leland Spencer of Cornell University, who has made an extensive study of the movements and prices of cream in this area, and by A. H. Lauterbach, general manager of the Inter-State.

The results of a detailed study of the cost of distributing milk as found in the Boston market is scheduled for J. C. Cort of the

Massachusetts Milk Control Board.

The cooperative marketing of milk will be discussed by F. H. Sexauer, president of the Dairymen's League Cooperative Association, and by I. W. Heaps, manager of the Maryland Cooperative Milk Producers' Association. "National Milk Marketing Legislation" is to be discussed by W. P. Davis, manager of New England Dairies.

Other topics on the program are "Costs of Milk Production in the Northeast," "Reciprocal Trade Agreements in the Dairy Industry," and "Disease Problems of the Dairy Industry."

Four standing committees of the Conference which will make reports, are "Coordination of Milk Control," "Herd Replacements," "Consumer Relationships and Milk Consumption," and "Dairy Cattle Diseases."

Additional features are being developed for the Conference program which will also be of direct interest to milk producers. Morning and afternoon sessions will be held each day of the Conference and plans are being made for an evening meeting on the first day of the Conference.

## The Inter-State's 1937 Destination

THE YEAR 1936 has passed into history and will be remembered as the year the Inter-State reorganized, an achievement of which we all should be proud. We have, however, made only a start, as there are many thousands of producers who must be brought into the fold before this new Cooperative can be as effective as it should.

In these trying times we must all work together as we are engaged in the most complicated field of agriculture. Our first job is to educate all producers as to what the complications are, and, secondly, we must sell the consumers on the fairness of the aim of our Cooperative. There are thousands in our milk shed today who are familiar with the aims of our Cooperative and it is my plea that everyone of these informed members act as a field representative and talk to any neighbor who may still be confused.

The Board of Directors and the officials can make careful and wise plans for our 1937 program. But unless some way is found to keep the membership properly informed and sold on this program, it will fail. Let no one convince you that, because there are state milk control boards and Federal regulation,

producers no longer need their own organization. A definite attempt is being made to organize the consumers and it will be their aim to influence control bodies. Labor is organized and is already taking an active part in milk regulation. Milk distributors are organized and are represented at all milk hearings by the best legal talent and auditors available. We as producers must match this skill and effort or resign ourselves to getting the short end of every deal.

The Inter-State Milk Producers' Cooperative needs the support of all producers in the milk shed so that the producers' side of this milk problem can be properly prepared and presented to the regulatory bodies by able officials, attorneys and accountants. Their demands, when backed by an informed, aggressive membership, will invariably bring results.

*A. J. Lauterbach*

## Pennsylvania Now TB-Free

ACHIEVED!—the practical elimination of bovine tuberculosis from the Commonwealth of Pennsylvania. This event was celebrated with an "Achievement Day" program at Harrisburg on December 16 which was participated in by farm, dairy and health leaders from all parts of Pennsylvania.

It is difficult to pick any certain date or event as the beginning of the end of bovine tuberculosis in Pennsylvania. The first herd ever to be tested in the state was that of Claremont Farm, Villanova, on March 16, 1892. Indemnity funds for the elimination of tuberculosis were voted by the legislature in 1897. The forerunner of the accredited herd plan was first adopted as the Pennsylvania plan in 1901.

The Federal tuberculosis eradication division was organized in May, 1917. The first Federal indemnity was voted in October, 1918. The first Pennsylvania county to be declared a modified accredited area was Mercer County, in April 1933. In December, 1936, the United States Department of Agriculture officially recognized the entire Commonwealth of Pennsylvania as a modified accredited area. These are only a few of the mile posts, the most conspicuous of those which are found in Pennsylvania's fight against this disease.

Pennsylvania herds totalled 1,227,000 head of dairy cattle on January 1, 1928, and 1,469,000 on January 1, 1935. During that period 212,532 head of cattle were removed

from herds after reacting to the tuberculin test. During much of this period our milk markets were overloaded, prices were low and discontent was general. Had those 212,000 head been left in the herds, it is probable conditions would have been much worse.

In addition, the cost of replacements was lower during much of that time than during the previous decade, making the salvage value plus combined Federal and State indemnities go practically the full way in buying healthy cows for replacement purposes.

The road to TB eradication has not been a smooth one. Education was needed so that the public would understand the value of the program. Persuasion was needed at times against the very few in order that the will of the great majority might be made effective. But we have arrived, and we dare say not one in a thousand Pennsylvania farmers would want to go back to the condition in which he did not know whether his cows had tuberculosis or not, whether he and those near and dear to him might not be using milk from tubercular cows.

Let us imagine, if we can, the effect on consumers—on the market for our milk—if suddenly we should be set back fifteen years in this program. We could resign ourselves at once to a sharp drop in milk consumption. Our markets would be overloaded, we would be flooded with surplus, for we could not

expect our customers, the consumers, to use this milk or to feed it to their children as freely as they do now if they had any reason to doubt the health of the cows producing it.

Confidence in the product they get from us is one of our best selling forces. The tuberculosis eradication program has helped build that confidence.

### Dairy Lunch at Institute

For the first time visitors to Franklin Institute and Scientific Museum in Philadelphia will be able to obtain a lunch without leaving the building. On December 23rd the "Dairy Dell" was opened there as a lunch room under the management of the Philadelphia Inter-State Dairy Council.

The Dairy Dell will serve dairy lunches and other foods prepared on a scientific—and appetizing—basis in keeping with the scientific theme of the Institute. A graduate in nutrition and home economics will be available for answering questions on diet.

Four thousand exhibits are found in the Institute which is visited by hundreds of thousands annually.

Pat: "What does it mean in the Bible when it says, 'the quick and the dead'?"

Mike: "Sure, Pat, it means the pedestrians."

Pat: "And how's that?"

Mike: "Some of 'em is quick, and the rest is dead."







## WILMINGTON

Things are moving fast in the Wilmington area. About 85 percent of all producers supplying the Wilmington market are now members of the Cooperative. As a result, the relationships with milk dealers is greatly improved and there is no loose milk at the present time.

A few scattered instances developed in which the distributors did not work with the organization, but for the most part these were due to misunderstandings which have been worked out satisfactorily.

The price increase was made effective there on November 1 and resulted in some producers getting an extra cent or cent and a half a quart.

At a meeting of producers held at Newark, Delaware, on December 14 four new men were added to the Wilmington Marketing Committee to represent the smaller dealers. They are Peter Zeitler, Elkton, Md.; Richard Cann, Kirkwood, Del.; J. Leslie Ford, Newark, Del.; and Frank McVaugh, Hockessin, Del. Those previously on the committee are W. Levis Phipps, Elkton, Md.; Ralph E. Bower, Chesapeake City, Md.; J. J. Ruben-came, Landenberg, Pa.; Harry Seemans, Odessa, Del.; and H. Wallace Cook, Elkton, Md., Chairman.

Floyd Ealy is serving as marketing manager and is also handling all field work and membership relations for that market.

## SOUTH JERSEY

A demand has arisen among producers in the southern part of New Jersey for some type of set-up which will take into consideration the special problems of that market. Seashore trade in summer and local demand which exceeds local supply most of the year are conditions which require different handling.

Committees are at work and as plans develop it is believed that mass meetings of all producers will be called. Home rule for the market is a part of the plan as developed so far.

## ALTOONA

A committee consisting of presidents, secretaries, and delegates of Inter-State Milk Producers' Cooperative locals in the Altoona district met early in December and went on record in favor of setting up a secondary market area around Altoona which would also include Huntingdon, Tyrone, Cresson, and smaller towns in that section.

Work is being done toward organizing a permanent committee to

represent the producers supplying each of the dealers in those markets, the tentative plans also providing for a smaller, more active executive committee to be selected from among themselves to have active control.

At the request of the committee, J. J. Camp of Roaring Spring has been engaged to handle membership problems and to help the committee get its work underway. It is estimated that about 1,000 producers are now supplying this group of markets.

## TRENTON

The Trenton marketing committee has been active of recent weeks and on December 1 they met and appointed Frederick Shangle as market manager on a per diem basis. The committee is working closely with the New Jersey milk control board and is engaged right now in getting a more extensive sign-up of producers selling to Trenton dealers.

The producers' committee serving in the Trenton market consist of Hubert Walton, New Hope, Pa.; Eugene Stapler, Yardley, Pa.; Joseph S. Briggs, Yardley, Pa.; James

B. Johnson, Pennington, N. J.; Alvin Satterthwaite, Cream Ridge, N. J.; Joshua Tindall, Trenton, N. J.; Frederick Shangle, Trenton, N. J.; C. H. Joyce, Medford, N. J.; Oliver Landis, Perakie, Pa.; H. H. Fisher, Stockton, N. J.; and A. H. Lauterbach, Philadelphia, Pa.; with William Lauderdale, Lambertville, N. J., as chairman.

## Rutgers Offers Intensive Course in Milk Testing

As an aid to persons interested in becoming licensed milk testers the New Jersey State College of Agriculture, Rutgers University, will offer a one-week course in milk testing February 8 to 13.

The course is intended primarily for dairymen, creamery operators and herdsmen, but anyone more than 16 years of age interested in the work who can read, write and speak English easily and who has a knowledge of common arithmetic is eligible for enrollment. There is no tuition for residents of New Jersey, but a small registration fee to cover cost of outlines and supplies.

## Classification Percentages—November, 1936

## PENNSYLVANIA, MARYLAND AND DELAWARE

Dealer	Class I	Class II	Class III	"A" Bonus
Abbotts	87.6	12.1	.3	66.4% of Class I
Baldwin (A)	85	15	..	
(B)	70	30	..	
Billman & Stegmeier	76	24	..	
Breuninger	85	15	..	63% of Production
Clover (Wilmington)	96	4	..	
Delchester	85	15	..	
Engle	84	16	..	
Fraims	86	14	..	
Gross, Chas.	86	14	..	
Hamilton	80	20	..	
Harbison	88	8	4	60% of Production
Harshbarger	67	33	..	
Keith's	91	9	..	
Martin Century	89	11	..	80% of Production
Meyers	80	20	..	80% of Production
Missimer	89	11	..	
Scott-Powell	69	28	3	
Snare	55.6	26.9	17.5	
Supplee	82	18	..	59% of Production
Sypherd	96	4	..	
Waple	80	8	12	
Wawa	90	10	..	

## NEW JERSEY

	Norm	Cream	Excess
Abbotts (A)	88	12	Balance
(B)	81.5	18.5	Balance
Castanea (A)	81	19% of Norm	
(B)	88	70% of Excess	Balance
		12% of Norm	
		70% of Excess	Balance
Suburban (A)	88	12	..
(B)	95	5	..
Supplee	100		Balance

## Milk Prices — November, 1936

Weighted Average Prices Paid by Dealers for 3.5% Grade B Milk

Dealer	Delivery Point	Mile Zone	Average Price
Harshbarger Dairy	Altoona		\$2.41
Keith's Dairy	Altoona		2.41
Supplee-Wills-Jones	Bedford, Pa.	251-270	2.26
Harbisons	Brandtsville, Pa.	126-140	2.39
Harbisons	Byers, Pa.	25-40	2.47
Harbisons	Carlisle, Pa.	126-140	2.39
Harbisons	Centerville, Md.	81-120	2.35
Supplee-Wills-Jones	Chambersburg, Pa.	141-200	2.32
Supplee-Wills-Jones	Chestertown, Md.	81-120	2.31
Scott-Powell	Clayton, Del.	41-80	2.22
Abbotts	Coudersport, Pa.	271-400	2.27
Abbotts	Curryville, Pa.	251-270	2.29
Scott-Powell	Dagsboro, Del.	126-140	2.17
Supplee-Wills-Jones	Duncannon, Pa.	121-125	2.38
Abbotts	Easton, Md.	81-120	2.37
Glenroy Dairies	Glenroy, Pa.		2.34
Abbotts	Goshen, Pa.	41-80	2.45
Supplee-Wills-Jones	Hagerstown, Md.	141-200	2.24
Supplee-Wills-Jones	Harrington, Del.	81-120	2.31
Supplee-Wills-Jones	Huntingdon, Pa.	201-250	2.31
Harbisons	Hurlock, Md.	126-140	2.33
Abbotts	Kelton, Pa.	41-80	2.45
Abbotts	Kempton, Pa.	81-120	2.44
Supplee-Wills-Jones	Kennedyville, Md.	41-80	2.31
Harbisons	Kimberton, Pa.	25-40	2.47
Martin Century	Lansdale, Pa.		2.62
Supplee-Wills-Jones	Leaman Place, Pa.	41-80	2.40
Supplee-Wills-Jones	Lewistown, Pa.	141-200	2.32
Scott-Powell	Longsdorf, Pa.	141-200	2.22
Sypherd Dairies	Lyndell, Pa.	25-40	2.55
Harbisons	Massey, Md.	41-80	2.35
Supplee-Wills-Jones	Mercersburg, Pa.	141-200	2.32
Harbisons	Millville, Pa.	141-200	2.31
Supplee-Wills-Jones	Moorefield, W. Va.	271-400	
Supplee-Wills-Jones	Mt. Pleasant, Del.	41-80	2.31
Mt. Union Sanitary	Mt. Union, Pa. (1-15)		2.21
Mt. Union Sanitary	Mt. Union, Pa. (16-30)		2.16
Supplee-Wills-Jones	Nassau, Del.	126-140	2.29
Scott-Powell	New Holland, Pa.	41-80	2.29
Narcissa Dairies	Norristown, Pa.		2.76
Abbotts	Oxford, Pa.	41-80	2.45
Baldwin Dairies	Philadelphia, Pa.		2.74
Breuninger Dairies	Philadelphia, Pa.		2.54
Wm. Engle Dairies	Philadelphia, Pa.		2.71
Gross, Chas.	Philadelphia, Pa.		2.70
Hamilton Dairies	Philadelphia, Pa.		2.72
Missimer Dairies	Philadelphia, Pa.		2.66
Oakland Farms	Philadelphia, Pa.		2.76
Scott-Powell	Philadelphia, Pa.		2.53
Supplee-Wills-Jones	Philadelphia, Pa.		2.52
Abbotts	Philadelphia, Pa.		2.68
Scott-Powell	Philadelphia, Pa.		2.27
Supplee-Wills-Jones	Port Allegany, Pa.	271-400	2.29
Abbotts	Pottstown, Pa.	41-80	2.29
Supplee-Wills-Jones	Princess Anne, Md.	126-140	2.24
Abbotts	Providence, Md.	41-80	2.41
Supplee-Wills-Jones	Red Hill, Pa.	41-80	2.40
Breuninger Dairies	Richlandtown, Pa.	41-80	2.43
Supplee-Wills-Jones	Ronks, Pa.	41-80	2.40
Harbisons	Rushland, Pa.	25-40	2.47
Scott-Powell	Snow Hill, Md.	141-200	2.14
Abbotts	Spring Creek, Pa.	401-430	2.22
Harbisons	Sudlersville, Md.	41-80	2.35
Billman & Stegmeier	Tamaqua, Pa. (1-15)		2.61
Billman & Stegmeier	Tamaqua, Pa. (16-30)		2.63
Supplee-Wills-Jones	Townsend, Del.	41-80	2.31
Waple Dairies	Tyrone, Pa.		2.21
Wawa Dairies	Wawa, Pa.		2.51
Supplee-Wills-Jones	Waynesboro, Pa.	141-200	2.32
Clover Dairies	Wilmington, Del.		2.68
Fraims Dairies	Wilmington, Del.		2.60
Supplee-Wills-Jones	Zieglerville, Pa.	25-40	2.43

## Pennsylvania Prices

Prices per 100 pounds of milk of 3.5% butterfat content for November and December, as established according to Pennsylvania Milk Control Board Order 28, are:

Class	Nov.	Dec.
I (fluid milk) f. o. b. Phila.	\$2.88	\$2.88
II Milk for cream	1.76	1.79
III Milk for butter	*1.41	*1.44

Butterfat differentials on Class I and II are 4 cents a point up or down from 3.5%.

\* Class III price per 100 pounds of milk is amount of butterfat times price of 92-score butter and plus 20% of that amount.

Average December butter price was 34.24¢.

## Receiving Station Prices Under Control Board Order 28

Mile Zone	Class 1	Nov.	Dec.
25-40	\$2.58	\$1.73	\$1.76
41-80	2.55	1.73	1.76
81-120	2.55	1.71	1.74
121-125	2.53	1.71	1.74
126-140	2.50	1.71	1.74
141-200	2.46	1.70	1.73
201-250	2.44	1.70	1.73
251-270	2.38	1.69	1.72
271-400	2.35	1.69	1.72
401-430	2.30	1.69	1.72

## Prices Paid Producers On Other Markets

Class I price 3.5% milk for December, weighted average price for October (O) or November (N). All prices f. o. b. city market except as indicated.

Market	Class I Price	Retail Price	Weighted Average Price
Philadelphia	\$2.88	12¢	?
Pittsburgh	2.65	12	\$2.215 O
Baltimore	±2.90	13	?
Washington	±3.25	14	2.644 O
Richmond	3.67	14	2.88 O
New York City	*2.90	13	*1.94 N
Hartford	3.35	14	2.89 O
Providence	3.654	14	3.208 N
Boston	±2.19	12	±1.82 N
Wheeling	2.475	12	2.115 O
Louisville	3.175	14	2.31 N
Akron	2.75	12	2.01 S
Indianapolis	2.34	12	1.975 N
Detroit	2.48	12	2.02 O
Milwaukee	2.80	12	2.24 N
St. Paul	2.20	11	1.99 O
Sioux City	2.40	11	2.00 O
Portland, Ore.	2.345	12	1.965 N

\* Price applies in 201-210 mile zone.

† Price applies in 191-200 mile zone.

‡ Price includes fluid milk and all cream.

## Penn State to Give Dairy Short Courses

This winter three separate courses in dairy manufacturing will be given at Pennsylvania State College. These are described in an illustrated free booklet.

Testing dairy products and the manufacture of butter and cheese will be taught in the first course January 4 to 16, 1937. The ice cream making course is scheduled for January 18 to 30. In the market milk course, February 1 to 13, all of the essential operations in a modern milk plant will be covered in lectures and laboratory work. Students may take any or all of the courses.



# The Cooperative Community

ELIZABETH MCG. GRAHAM, Editor

## Gratitude

*For sunlit hours and visions clear,  
For all remembered faces dear,  
For comrades of a single day,  
Who sent us stronger on our way,  
For friends who shared the year's long road,  
And bore with us the common load,  
For hours that levied heavy tolls,  
But brought us nearer to our goals,  
For insights won through toil and tears,  
We thank the Keeper of our years.*

—CLYDE MCGEE.

## AMONG NEIGHBORS

The Maine Potato Growers, Inc. has found that it averaged 5.3 cents per barrel more than the daily average street price requested by the Market News Service of the U. S. Department of Agriculture.

The Cooperative G. L. F. Exchange had distributed to its members patronage dividends amounting to \$225,000 on its wholesale business. This amount is in addition to \$90,000 in dividends being paid by 27 of its retail service stores, a number of which operated last year on less than \$1.50 expense per ton.

Cooperative fruit and vegetable associations increased business in 1935-36 approximately 6% over the preceding year, according to a report of the Farm Credit Association.

Twice as much wool and one-fifth more eggs were marketed in 1935 by cooperatives in Pennsylvania as the preceding year.

Courses in farm cooperation are being taught this year in at least 45 out of 48 state agricultural colleges and universities in this country, according to Governor W. I. Myers of the Farm Credit Administration.

The California Fruit Growers Exchange (Sunkist) closed its fiscal year with 84 million dollars returned to exchange shippers. More than \$1,470,000 was invested in advertising and trade work over the past season; a total of over \$23,000,000 since 1907.

Seventy-five cooperative associations, the Berkeley Bank for Cooperatives, and the University of California jointly sponsored two-day conferences on cooperative problems. (Taken from *The Cooperative Journal*.)

The Farm Outlook for 1937, published in December by the United States Department of Agriculture, Washington, D. C., will be sent anyone upon request to that department.

## Finland a Nation Of Cooperators\*

Most of us think of Finland—when we think of it at all—as “the little country which pays its debts to the United States.”

It is true that she pays her debts. But if you'll look at your map you'll probably be surprised to find it is not so little after all. It has been often called “a land of sixty thousand lakes”. Forestry and agriculture vie with each other in importance, but twice as many people are employed in agriculture as forestry.

Finland is one of the newest members of the family of nations. Like many other countries, including the United States, she did not win her independence easily. For five hundred years she was attached to Sweden. For the next 150 years, under the domination of Russia. Then came the World War and the Russian Revolution, and with it the opportunity for Finland to present its own claim to freedom. This claim was granted, but the Finns soon discovered that they had only exchanged a rule by the Russian Czar for domination by the Communists. This bitter chapter in Finland's history did not end without a civil war. But when the people were at last free to set up their own government in 1921, it was a democracy they chose.

The traveler in Finland today does not stay long without seeing that the people have made great sacrifices for the right to build their own country. One feels, too, the hopes with which they are working for the future. Particularly is it true in agriculture that one finds advanced methods not to be expected in a country which has passed through such hardships.

How are they doing it? It is the method which is of interest to us.

The fact should not be overlooked that the progress which is being made in securing the welfare of all classes of the people results from not one but many influences at work. Among these influences is the extensive education available to everyone even in remote sections. Another is the sympathetic attitude of the government towards rural problems. But among the most important, say Finnish leaders today, have been the cooperatives.

Cooperation is no new story to the average Finn. We are told that from time immemorial, farmers have engaged in common enterprises. There were early associations for the purpose of destroying wolves, for drag-net fishing, for brush burning, or for other tasks which were beyond the power of the individual family to accomplish alone.

The first cooperatives, as we use the word today, were started in 1889. At that time dairying in Finland was primitive. The cows roamed the moors and little was attempted in winter feeding. The summer butter was heavily salted, packed in great wooden kegs, and sold to traveling buyers, who in turn sold it later as best they could in Russian and German markets.

This was all to change with the development of the cooperatives. The cooperatives were owned by the farmers themselves. The smallest farmer had an equal voice with the largest. The women worked beside

the men. They gradually learned that it was to their advantage to produce a quality product, for this advantage was returned to their own pockets. The butter from Finland soon began to find new and enlarging markets open to it. Today it ranks on the world market beside the butter from Denmark, Holland and Switzerland! And ninety percent of the butter produced in Finland finds its way to these markets through cooperative associations.

The same story might be told of the trade in slaughtered cattle—one of the younger branches of agricultural cooperation, which already markets a third of the total. Or it might be told of eggs, the newest agricultural industry which is growing rapidly. Again, a third of the country's egg export is sold through cooperatives.

Each of these is a story of an agricultural population developing a high quality product, marketing it efficiently through cooperatives in whose benefits all share, and by sheer merit winning a place beside the most progressive agricultural countries.

This use of cooperation in Finland goes still further. It has been applied to all sorts of modern needs—for insurance protection, for financial credit, for securing farm machinery, for electricity—yes, for even telephones!

No wonder the Finn of today is proud of the climb his national agriculture has made from the primitive to the progressive, and that he regards cooperation as a practical method to do together what cannot be done alone. Through these years of experience the people have learned what to expect the cooperative to accomplish—and what not to expect. “Doing together” is far from “doing the impossible”.

During the world-wide depression, when more agricultural products were produced than the people of the world could afford to buy, they too have suffered a lowered price for their products. They too, have had unfriendly voices to question the ability of the farmer to run his own affairs successfully. They too have had changing conditions calling for new methods.

But the answer of the farmers of Finland has been quiet, steady, determined progress. Today forty percent—almost half—of the business of agriculture is conducted cooperatively. Instead of Utopian schemes they have applied practical self-help. The value of cooperatives is no longer questioned by other groups in the country. Into cooperative membership have come people of all religious faiths, of all political creeds, for cooperation provides a bond which ties these diverse groups together.

If a democracy such as Finland,—long handicapped with poverty, with scant natural wealth except her forests, and with a scattered population—can advance itself step by step in social progress, how heartening should be our own future in the United States. And what great possibilities exist through cooperatives such as the “Inter-State”!

\*From a talk by Elizabeth McG. Graham before the Women's Session at the Annual Meeting.

## The New Year



Greetings for a Happy and Prosperous New Year!

The poets sang “Every morn is the world made new.” Particu-

larly do we feel this at the beginning of a new year. But as we reach out for the new things and begin to count them, we find we are building them on the old things that we have loved and which have meant so much to us.

I have wanted so much, as time hung rather heavily, to write everyone of you,—the Women's Committee and all the others, the men's general meeting and the many folks who have continued day by day to let me know they were “pulling hard” for me; but since this was forbidden may I say here, as my next-door neighbor remarked when the nurse read her a cheering note and card, “They all help—they do help.”

So let's think of the new year as an adventurous journey we are taking and that everything in it is being done with a real purpose, allowing our imaginations to carry us away to the beauty of things and the satisfaction we will get in results. When we plough that field—furrow after furrow—it may be tedious, but we are on a journey and soon the ripening field of wheat with its golden waves of color brings a thrill because of its beauty, and later the harvest of corn. It is tiresome to dust and clean week after week, but it is all with a purpose; and again imagination takes us on our adventurous journey when dust germs fly away and order and freshness come to the home.

So again,—a Happy and Prosperous New Year, and again these things have all helped!

*Stannah M. Lyons*

No other nation can mean to us what our nation means. Here are the roots of our heritage, and here our central loyalties belong. But because we feel so deeply about our own land, we understand how other people feel about their lands, and using our patriotism to interpret theirs, we grow, not in bitterness but in understanding and sympathy. So all fine internationalism must be rooted back in the noble significance of nationalism.

—HARRY EMERSON FOSDICK.

## Mr. Lauterbach Discusses Need For Women in Cooperatives\*

Today we have a new organization, the Inter-State Milk Producers' Cooperative, with nearly 7500 members. A year ago we had an old organization of 22,000 members with only about 7000 active. What good is an organization of 22,000 members when only about 7000 are active? We have now built the foundation. But that is approximately all. From now on it is going to be necessary that we do some real hard work. We must have about 22,000 members in this new organization before we can accomplish what we have set out to do.

I am somewhat disappointed in the fact that women in the eastern part of the United States do not yet take an active part in the cooperative movement. Very few of our meetings held during the year have been attended by the women who should be interested in our organization. That concerns me a great deal because a cooperative is much like a church—if the women do not take an active part in their church, the younger generation does not learn anything about the church. This is also true in the cooperative movement.

In my past experience in cooperatives, I discovered that as soon as the younger generation becomes the active generation, and the young generation coming on does not become interested in the cooperative movement, trouble follows.

We often speak about the success of the cooperative movement in Europe, and I have been told that in Europe the women are possibly more responsible for the success of the cooperative movement than the men.

To get the younger people out we will possibly have to put on a different type of program. A picnic is a good means of getting people together and an excellent opportunity for sociability. Serve meals with your meetings if it will mean getting people interested.

Many of you know that at one time I was connected with the Land O' Lakes Cooperative Creamery which at that time was under the management of Mr. A. J. Maguire—no doubt one of the most sincere men ever connected with the cooperative movement. One of the things that I will never forget about Mr. Maguire was the picture of Christ which he had hanging in his office, under which were the following words, “The First Teacher of Cooperation”. I am firmly of the belief that through the cooperative movement we are going to teach our people the kind of cooperation that will eventually keep us out of war, and I am also of the opinion that one of the reasons the Scandinavian countries have for many years been able to avoid becoming involved in war is because their people have learned how to solve their problems by working with their neighbors, a lesson learned in their cooperatives.

We have today in Philadelphia possibly the highest quality of milk in any of the large cities in the United States, outside of Washington, D. C., but we still have not reached the top. “B” milk in the city is safe as far as health is concerned but it still has not reached the height of perfection when it comes to flavor. We need to take better care of our cows, better feeding and more cleanliness. No cow ever gave sour milk, the milk turned sour because of neglect and improper facilities in handling. Here is another place where women can be of assistance. Wherever the women take an active interest in the business, farmers produce a better quality product.

You will all remember the condition that existed in the Inter-State Milk Producers' Association a few years ago. The organization was under fire and all the time was spent in defending the organization and telling what it had accomplished in the past with nothing done in the way of developing new progressive ideas. Such men as Mr. Willis, Mr. Shangle and Mr. Allebach and others received most of the glory while all was well, but when the depression

came along and it started to rain, everybody grabbed an umbrella and the leaders were left out in the rain to defend themselves.

Regardless of what the Milk Control Board may or may not have done, the farmers in the Philadelphia Milk Shed did not suffer as much from the depression as some of the other territories, simply because the old Inter-State Association kept up the price when others went down. Records will show the price in the Philadelphia Milk Shed did not go down as far as it did in some other parts of the state where the farmers were not organized.

About once every generation it is necessary, if an organization is to maintain its place of usefulness, for it to re-organize itself to meet the changes which occur in that length of time. This is what we have been doing. This new cooperative that we have now started must be built around a program of sound principles and at the same time develop young men and women in the organization who will have the ability to run the organization when the older people are gone. We must be careful to build our efforts around the organization rather than around a few individuals in it. We must build up local committees in the communities, too, who will assume responsibility and through such responsibility learn the problems of the cooperative and be able to sell it to the rest of the members in that community.

Again I want to stress the need of the help of the women if we are going to build a cooperative such as we need in this territory. Remember, all we have done so far is build the foundation!

\*From a talk before the Women's Session at the recent Annual Meeting.

## Institute of Cooperation To Meet in Ames, Iowa

The 1937 session of the American Institute of Cooperation will be held June 21 to 26 at the Iowa State College of Agriculture, Ames, it was announced by Charles W. Holman, secretary.

This year, as formerly, the Institute faculty will include cooperative executives, state and federal marketing experts, leaders of general farm organizations, and employees of the cooperative movement.



# Organized Dairymen Adopt Constructive Policies

ORGANIZED dairy farmers of the United States, gathered at St. Paul, Minn., on November 9-11, for the twentieth annual convention of the National Cooperative Milk Producers' Federation, took a vigorous stand on problems affecting prosperity of dairy farmers.

President N. P. Hull of the Federation was roundly cheered by the huge audience at the opening session on Monday when he declared, "Whatever form the government's future plans for farm relief take it should be a farmers' plan and paid for by farmers themselves. Ability to work together, gained through cooperative activities will produce a plan we can accept and by our own strength we can raise it to the plane where it belongs. We must have some sort of control so that surpluses are not built up. But if they are created, then we farmers ourselves should pay for our mistakes. We shall not be on the right track otherwise."

"We've had a good year," President Hull said. "We've grown in numbers. Our standing as a national organization is stronger than ever before. And I note that cooperative dairy farmers sold eighty million dollars more products the past year than in the year before. But we must not lie down on our oars. There must be no slip backward. We know the vital, essential principles of cooperation and how to put them into practice. We know what organization can and cannot do and we have brought the dairy world to a realization that dairy farmers cannot afford to be outside a dairy cooperative."

## Holman Outlines Problems

Charles W. Holman, secretary of the National Federation, presented the situation faced by dairymen due to the reciprocal trade agreements made by the federal government with fourteen foreign nations, and the difficulties due to the increased domestic production of butter substitutes, and increased importations of foreign butter. He outlined the Federation's activities to combat these menaces to a stable dairy industry for American farmers and offered suggestions for future attacks on the problem.

"We were surprised to find foreign butter coming in," said Mr. Holman, "at a time when the reported foreign prices, plus the tariff, were higher than the domestic prices. It was obvious that somebody was taking a loss or that some sort of bounty or subsidy operation was being used."

## Cooperative Movement Sound

That the farm cooperative movement is on a sounder basis than ever before in the history of American agriculture was made evident throughout the entire range of convention discussions. Governor W. I. Myers of the Farm Credit Administration emphasized this especially in an array of statistics. Sales by the 2½ million farmers now marketing some or all of their farm products through their 8,400 organizations exceeded \$1,500,000,000 in the 1935-36 season, he stated, this being an increase of nearly a quarter of a billion dollars over the previous year.

"By the combination of family production with cooperative marketing and purchasing," said Governor Myers, "the family-size farm greatly increases its efficiency and the farmer can buy and sell almost as advantageously as the big industrial corporation."

Reassuring evidence that the nation's gigantic milk producing industry faces a

more favorable economic outlook than at any time since 1932 was presented by Dr. E. W. Gaumnitz, chief of the dairy section of the Agricultural Adjustment Administration.

Marked improvement in the dairy price situation has been experienced by the dairy industry since the low point of the depression in early 1933, Dr. Gaumnitz declared. The upward trend in consumer incomes during the next year or two would further tend to strengthen the demand for dairy products, he said, while the rise in prices of dairy products since 1933 may continue at a moderate rate for several years. "At any rate," he added, "there appears to be little likelihood of prices receding to the level of two or three years ago."

Dr. Gaumnitz' report was a careful detailed analysis of the various factors affecting production and sale of dairy products. The outlook for volume of milk production appears to be for a total production below that of last winter. Substantially higher incomes will cause a continued strong demand for dairy products.

## Truck Rates May Increase

T. G. Stitts, economist in charge of the dairy section of the Farm Credit Administration, dwelt on the need for systematic planning to develop the most efficient motor truck transportation system.

"Duplication of routes, small loads and scattered producers tend to increase costs and the several methods followed tend to confuse any comparison of prices paid for milk," said Mr. Stitts. "Hauling charges directly affect the producer's net return for his milk and butterfat. Hauling arrangements may, and frequently do, influence a cooperative's ability to limit the milkshed, to maintain sound price practices in all parts of the milkshed and to control supplies of butterfat."

"There are now indications that trucking rates may be increased. The cooperative has a challenge to formulate a plan whereby charges to the farmer may be kept to a minimum and at the same time satisfactory service provided."

W. S. Moscrip, president of Twin City Milk Producers Association, declared, during the symposium on trucking, that it is the obligation of every organization to make its services as efficient as possible, so that the last mill of the consumer's dollar can be returned to members.

## Counsels Eternal Vigilance

A solemn note of warning entered the convention deliberations when Fred H. Sexauer, president of the New York Dairymen's League declared that "eternal vigilance must be exercised to protect the gains milk marketing cooperatives have

achieved and eternal effort must be put forth to improve those gains."

"Cooperative marketing is not yet out of the woods, so far as legislation affecting it or public opinion regarding it is concerned," said Mr. Sexauer. "Within the past four years the whole cooperative movement has been opposed and even vilified. The progress we have made can be preserved only at the price of eternal vigilance." He commended the specific aid and encouragement given cooperatives in the Farm Credit Act and amendments made to the Agricultural Adjustment Act.

## Dr. Fitch Discusses Mastitis

Support was given the Federation's energetic campaign to encourage a renewal of the federal government's mastitis elimination program when Dr. C. P. Fitch, chief veterinarian at the University of Minnesota discussed dairy cattle diseases. Mastitis, Dr. Fitch declared, is the most serious dairy cattle disease at the present time. The elimination or segregation of infected animals, he declared, has demonstrated the value of these methods to control this insidious and exceedingly harmful infection.

## Advise Firm Control of Surplus

"The surplus problem can be licked," Harry Hartke, former president of the Federation and now president of the Cooperative Pure Milk Association of Cincinnati, declared. Mr. Hartke discussed basic principles commonly accepted by agricultural leaders and contended that the heart of the whole matter is the principle that "surpluses must rest in strong hands if they are to avoid the seasonal ups and downs that mean bankruptcy for farmers one year and unjustifiable optimism in another."

He outlined the plan for a governmental corporation which would act as an agency to buy surplus agricultural products and hold them against the time of need.

## Urges Fair Play

Failure of the State department to include provisions in the trade agreements setting up the same sanitary standards for imported dairy products as are required of American dairy farmers was another point on which the government's trade policy was questioned by W. P. Davis, manager of the New England Milk Producers' Federation of Boston, Massachusetts, who said, "it is unfair to require our dairy farmers to continue to test and re-test for tuberculosis and at the same time permit foreign products to enter this country without any such requirements. It gives the foreigners an unfair advantage over our domestic producers."

No nation in the world can point to a record that even approaches what this country has done in disease-control work among dairy herds, Mr. Davis pointed out.

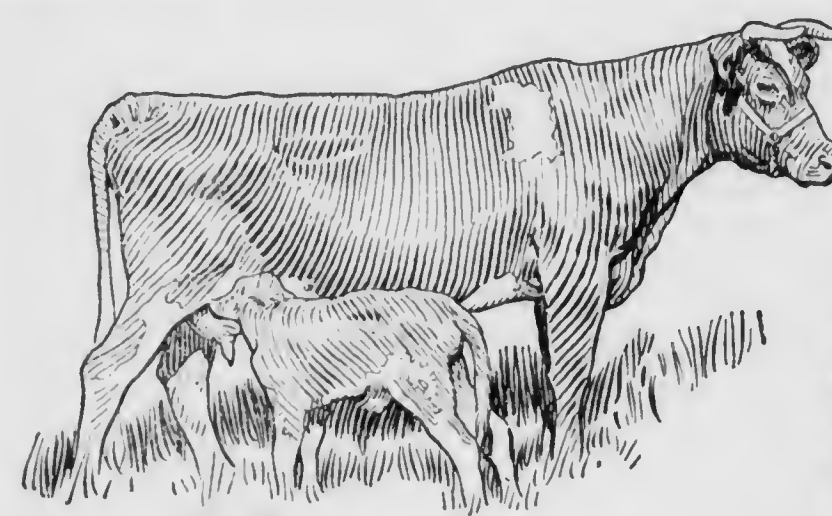
## Surplus Purchase Program Helps

Government purchase of surplus dairy supplies since August, 1933, has materially bettered the financial returns of dairy farmers, a report on this governmental operation conducted by the Agricultural Adjustment Administration revealed.

The reduction of commercial supplies has undoubtedly had a beneficial effect upon the whole dairy industry. Certainly

(Please turn to page 13)

# NEWS



Most winter grains are from areas known to be



Here is a tonic with **IODINE - Plus**

FOR the fall, winter and spring you now have available a conditioner of greatly increased efficiency. Kow-Kare, with its long-established reputation, offers a new element to make dairying a profitable occupation.

The fact is acknowledged by all that in the winter feeding program, it must be planned to supplement the grains and roughage to bring forth greatest functional vigor of the digestive and genital organs. Some cows are naturally low producers. They need help or they can easily efface the efficient milk return from the high producers in the herd.

For over thirty-five years Kow-Kare has assisted cow owners by enabling out-of-condition cows to convert more of their costly feeds into milk. Needed supplies of Iron, the great blood tonic, plus accepted botanical drugs have made up the Kow-Kare formula.

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To the original formula is now added a scientific quantity of assimilable Iodine to offset the known deficiency of this element in the regular diet. If you live in the darkened

area of the map . . . OR IF YOUR FEEDS COME EVEN IN PART FROM THIS AREA, the Iodine element is of vital value. Kow-Kare added to the feed will pay for its cost many times over by aiding you in harvesting as much milk from less feed or more milk from the same feed. It is a sensible plan of assisting Nature and profiting thereby.

## For Cows at CALVING Time

Besides promoting general milk-making vigor throughout the winter, Kow-Kare should be a part of the ration of every cow due to freshen—for at least several weeks before, during and after this depleting ordeal. By aiding the animal to assimilate more of the proteins, minerals and vitamins of her feed, healthier calves and fewer ailments are the natural result.

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**FREE COW BOOK:** "First Aid for Dairy Cows" tells you what to do in general home measures for common cow ailments, and when it is advisable to call a veterinarian. Send today for your free copy.



The darkened area of the map is the originating point of most grain feeds. This area is especially lacking in Iodine. By adding Kow-Kare this vital nutritional element is supplied.



## Report of Purchases and Sales In Philadelphia

### Figures Show That Production Is Increasing Faster Than Consumption

Total purchases and sales of reporting dealers for October and November of 1935 and of 1936. Reports cover same dealers both periods.

	October and November, 1935	October and November, 1936	Change from 1935 to 1936
Purchases	78,647,325 lbs.	82,702,469 lbs.	5.156% Increase
Sales	66,620,713 lbs.	67,164,890 lbs.	0.816% Increase
Class 1%	84.7% of purchases	81.2% of purchases	3.5 % Decrease

### Control Board Issues And Withdraws Two Orders

Two new orders affecting the Philadelphia milk marketing area were issued by the Pennsylvania Milk Control Board to be effective December 21 and January 1. Word was received on January 2 that both orders had been withdrawn and that Order 28 would remain effective during January.

Order 37 which was to have been effective on December 21 referred to Grade A milk only. It provided for increased bonuses for low bacteria counts and reduced the maximum count which would earn any premium. The order also provided a change in the rules for withholding bonuses from producers who failed to keep their bacteria counts under the maximum allowed. The provisions calling for higher bonuses was apparently a surprise to all interested parties within the milk shed.

Order 32 as issued applied only to the Philadelphia market. It included slight changes in receiving station mile zones as compared to Order 28 as a result of which there would have been an increase of one or two cents per hundred pounds at a few receiving stations. Most stations, however, would have had the price decreased by one to four cents. This order also allowed a price of \$2.74 at bottling plants located in the 18 to 25 mile zone as compared to the f. o. b. Philadelphia price of \$2.88 per hundred pounds.

Whether these orders will be rewritten before being issued again is not known at this time. It is possible that they will be made effective on February 1, probably with some revisions.

Quality remains long after the price is forgotten.

### Ostriches are Vulnerable

It is as true of a cooperative as it is of an ostrich that if it has its own head in the sand, it cannot have its ears knocked down. But there are other vulnerable places awaiting a rather swift kick, and it has been my observation that there are plenty of agencies waiting and willing to deliver said kick.

Associations that rest on their laurels and believe they have run the race will awaken some morning to find that their competitors have passed them and gone on to greater achievements.—F. W. Peck, Minnesota director of extension.

### Dairy Show to Columbus

The National Dairy Show goes to Columbus, Ohio, in 1937. Charles L. Hill, president of the National Dairy Association and Arthur Evans, president of the Columbus Chamber of Commerce, announced completion of arrangements to stage next year's premier cattle exposition at the Buckeye Capitol City, October 9 to 16. The Ohio State Fair grounds and equipment are made available, including the Coliseum erected especially for the National Dairy Show when it was held in Columbus in 1917 and 1918.

The modern cattle barn is adequate to house an exhibit of prize cattle materially larger than those seen at St. Louis in 1935 and Dallas in 1936. The central location is expected to bring out around 1,000 entries. A prize list of \$15,000 is planned.

Those who pride themselves on being hard boiled are often half-baked.

**Tune in WFIL Stars of the Milky Way**  
Sponsored by the Dairy Council  
Sunday Evenings 6:30 to 7:00  
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## Special Notice To Members of Inter-State Milk Producers' Association

Authority has been given by the Board of Directors of the Inter-State Milk Producers' Association to cancel all contracts with stockholders in that Association and to offer to redeem at par value the stock held by such stockholders who have not signed marketing agreements with the Inter-State Milk Producers' Cooperative.

In applying for redemption, the stock certificate should be signed on its reverse side on the line marked "L. S.", the signature should be witnessed and dated, and the certificate mailed to the Association office. If the stock certificate has been lost, forms will be supplied for making the redemption.

Letters to this effect are now being placed in the mails to all Association members of known address and who have not signed a marketing agreement in the Inter-State Milk Producers' Cooperative.

### Last Issue of the REVIEW To Members of the Old Association

This, the January, 1937, issue of the Inter-State Milk Producers' REVIEW is the last issue that will be mailed to members of the Inter-State Milk Producers' Association who have not transferred their membership to the Cooperative.

### Organized Dairymen Adopt Constructive Policies

(Continued from page 10)

the expenditure of over a quarter of a hundred million dollars for removal of surplus dairy products has had its effects, not only upon the prices of the products purchased but upon other dairy products as well.

#### Asks Additional Oleo Taxes

With oleomargarine production the highest in history, A. E. Engbretson, secretary of Interstate Associated Creameries, Astoria, Oregon, pointed out that the situation for dairy farmers is exceedingly serious.

"The real solution to the problem," he said, "would be to prohibit the manufacture and sale of oleomargarine, just as it is prohibited in Canada. Our only alternative is to impose additional taxes on manufacture and sale of oleomargarine and take away part of the inducement of lower prices which the oleomargarine manufacturers are always able to use in their competition with butter."

"Dairy farmers should drive for a state tax on each pound of oleomargarine made and sold within the state, plus a federal tax of five cents a pound in addition to the present federal taxes on all oleomargarine manufactured and sold in this country."

#### Appeals to Southern Farmers

"For every dollar of income which the southern farmer may attribute to oleomargarine his cash income from dairy products is \$33.98," said Mr. Engbretson. "Gross income from dairying in the southern states, including cash income from dairying and the value of dairy products used on the farm, is \$77.06 for every dollar of income that might be attributed to cottonseed oil used in production of oleomargarine."

Regarding the beef cattle producers' relation to oleomargarine, Mr. Engbretson stated that they have a market for about \$500,000 of beef fats per year in the oleomargarine industry, while to the meat packers the value of the oleomargarine market is about 7.2 cents per head of cattle handled in the stockyards plants.

#### Cooperation Raises Returns

Dairy farmers of Minnesota and Wisconsin have convincing evidence that cooperative marketing is profitable to its supporters, Frank Stone of Minneapolis, sales manager of Land O' Lakes Creameries, Inc., said. Before Land O' Lakes was inaugurated, butter prices returned to creameries varied as much as ten cents below New York extras, and average returns were 5.19 cents under New York extras.

"After Land O' Lakes began selling butter," he continued, "the effect was at once noticeable. Instead of erratic, irregular returns, creameries of the state, both within and without our organization began to find they had regular and steady outlets for their butter in close relationship to the markets."

#### Tells of Disease Control Work

"In a nationwide enterprise such as livestock health work," said Dr. Mohlor, chief of the Bureau of Animal Industry, "the mental attitude towards it is important. The time has long passed when a dairy farmer has been justified in maintaining a shotgun quarantine in the guise of personal liberty to oppose the visits of inspectors appointed by society to represent the general public interest. A compelling demand has arisen that public as well as private interests be considered."

#### Retail Store Sales Increase

Professor Leland Spencer of Cornell University, in outlining the changed conditions under which fluid milk cooperatives operate, placed "increased sale of milk through retail stores" as the outstanding change in the system of milk distribution.

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# BEACON

## Calf Pellets

The down-trend in prices stimulated search for cheaper ways of handling and processing products so that recent inventions and improvements in dairy equipment were rapidly adopted in spite of difficulties in finding money for capital expansion or replacements.

Among many important changes, Professor Spencer listed the very general adoption of tanks for transportation of milk both on highway and by rail. High freight rates, he said, stimulated more general use of trucks and brought about a readjustment of freight rates. Consolidation of country receiving stations and elimination of stations operated with small volume and high costs also reduced expenses.

#### Officers Elected

President N. P. Hull was re-elected for his fourth consecutive term and all other officers were re-elected, including John Brandt and W. P. Davis, vice-presidents; George W. Slocum, treasurer, and Charles W. Holman, secretary. An executive committee of eight was elected from the Board of Directors of 28 members. B. H. Welty, President of the Inter-State, is one of the Directors and F. P. Willis is an honorary life member of the Board of Directors.

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### Members' Exchange

The REVIEW is your paper. You may use its columns without cost to tell other Inter-State members what you have for sale. This offer is not open to dealers or agents even though they may be members but is designed to help members dispose of their own products.

A four-line limit (about 30 words) in this type size is permitted each member in any one issue this space to include member's name and address. Notice must reach our office by the 27th of the month preceding date of issue.

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## National Dairy Council Meets

AT THE annual meeting of the National Dairy Council held December 3 at Chicago, the program was devoted to a discussion of the plans for an expansion of the work of the organization. The retirement of M. D. Munn, president for eighteen years, and the formal acceptance of Milton Hult as the new president, were the outstanding events of the day.

Mr. Munn, in speaking of the Council's eighteen years of work, said, "We are now consuming the equivalent of twenty billion pounds more of milk than we were when this work started . . . But we have just begun. We must increase that by two and one-half times more, or by another fifty billion pounds in order to be anywhere near the goal science says we should reach in the interest of public health. But we are on the way."

Mr. Hult presented his subject "Today and Tomorrow". He said "There is nothing said of yesterday and I do not think there should be. Yesterday is behind us. The problems and the situations demand that we be akin to the conditions of today and that we try to anticipate the conditions that are ahead tomorrow. There are three types of problems that confront the industry: the first is trade relations; the second is legislation. The problems of the trade relations are in good hands and are being ably handled. He stressed, in this connection, that milk distributors and producers must face many of their problems together for the good of each.

"The third point is increased consumption. This is by far the most compelling problem. Trade problems and legislation are important but the major objective of the industry is the increased sale of dairy products. The dairy industry with its billions of investment is more than just a business. It is an instrument of social service as well.

"We have in the National Dairy Council and its coordinated units as you have all heard today, a tremendous advantage over every other competing food. We have the organization already established with a history of success back of us. Its work it combines the educational and sales promotion phases with its place in the industry as an institution for social service."

Directors were elected from the various branches of the dairy industry, including butter, cheese, ice cream, milk, machinery and supplies, producers, and the industry at large. Producers on the Board of Directors are B. F. Beach, Michigan Milk Producers; J. P. Case, Pure Milk Association, Chicago; R. C. Mitchell, Connecticut Milk Producers; W. S. Moscrip, Twin City Milk Producers; and A. H. Lauterbach of our own Interstate.

Of this group, J. P. Case and A. H. Lauterbach were elected to serve on the executive committee of the National Dairy Council.

### Farm Prices Advance

The general level of prices of farm products rose substantially during the last month, the Bureau of Agricultural Economics said in its mid-December review of the price situation. Marked advance in wheat prices and moderate increases in potatoes, hogs, cattle, wool and cotton much more than offset the slight declines in lambs, corn and butter.

## Milk Production Now Increasing

MILK production now appears to be increasing in volume. This is true both as compared with November and early December and with a year ago. Reports of December 1 show substantially higher production on that date in New Jersey than in previous years, slightly higher in Pennsylvania and slightly lower in Maryland. It is probable that production will stay at a level slightly above last year unless the dairy feed situation should become acute. Present production, however, is not as far above normal for the season as was the case in September and October when excellent pastures were providing a large part of the feed.

Price increases were announced on December 1 for several markets with decreases in a few. These were mostly smaller markets with several increasing retail prices one cent at the same time. Pittsburgh has since increased its Class I price by 40 cents to \$3.05 with a one cent increase in retail price. Similar increases have been made at Johnstown and Altoona which puts prices between those markets and nearby receiving stations out of line.

Production of manufactured dairy products were unusually high in November being almost 20 percent higher than a year ago, and appear to be above average for December.

Storage supplies of every manufactured dairy product, as reported on December 1, were higher than a year earlier, a result of the heavy fall production. Expressed in terms of milk from which these products were made the increase in storage stocks was 31% over a year ago and 26% over the 5-year average. The December trend of butter storage has been unfavorable with the excess as compared to a year ago getting larger.

Prices of dairy products are holding up well in spite of the larger supplies. Butter and cheese prices in November averaged more than a cent a pound over a year ago and the price per case of evaporated milk was \$.42 or about 15% higher. December butter prices averaged 34.24 cents for 92-score at New York, compared to 33.59 cents in November and 34 cents in December, 1935.

The price of foreign butter, as quoted at London, is such that a further increase in our price or a drop in foreign butter prices may induce further butter imports.

The Philadelphia cream market has shown weakness with plenty of cream apparently available and a gradually declining price. Prices of



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State ..... R. F. D. .... No. Cows .....



**De Laval Milker Outfits \$145 — and up**

More De Laval Milkers are now in use the world over than any others. They milk better, faster, cleaner than any other method. Made in a variety of sizes and styles for milking one to 1,000 or more cows. Any milk producer can get one on such liberal terms that it will pay for itself.

Take advantage of this special offer. Put a new De Laval to work now, before your busy season starts. Enjoy its advantages and let it start earning money for you.

There are thousands of old, worn, cream-wasting separators in use today and it is the poorest kind of economy to continue their use when a new cream-saving De Laval can be obtained on such terms that it will pay for itself.

See your De Laval Dealer or get in touch with nearest De Laval office below.

Pennsylvania approved cream averaged about \$15.25 for a 40-qt. can of 40% cream the week ending December 26 as compared to \$16.75 four weeks earlier. Unapproved cream averaged about \$14.50 per can.

DECEMBER, 1936, BUTTER PRICES			
Date	92-Score Philadelphia	Solid Pack New York	Chicago
1	34 1/4	33 1/4	32 1/2
2	34 1/4	33 1/4	32 1/2
3	34 1/4	33 1/4	32 1/2
4	34 1/4	34	32 1/2
5	35	34 1/2	33
6	35 1/2	34 1/2	33
7	35	34 1/2	33
8	35	34 1/2	33
9	34 1/2	33 1/4	33
10	34 1/2	34	33
11	34 1/4	33 1/2	33
12	34	33 1/2	33 1/4
13	34	33 1/2	33 1/4
14	34 1/2	34	33 1/4
15	34 1/4	34 1/4	33 1/4
16	34 1/4	34 1/2	33 1/4
17	35	34 1/2	33 1/4
18	35 1/4	34 1/2	33 1/4
19	35 1/4	34 1/2	33 1/4
20	35 1/4	34 1/2	33 1/4
21	35 1/4	34 1/2	33 1/4
22	35 1/4	34 1/2	33 1/4
23	35 1/4	34 1/2	33 1/4
24	35 1/4	34 1/2	33 1/4
25	35 1/4	34 1/2	33 1/2
26	35 1/4	34 1/2	33 1/2
27	35 1/4	34 1/2	33 1/2
28	35 1/4	34 1/2	33 1/2
29	35 1/4	34 1/2	33 1/2
30	35 1/4	34 1/2	33 1/2
31	35 1/4	34 1/2	33 1/2
Average	34.82	34.24	33.11
Nov., '36	34.22	33.59	32.56
Dec., '35	35.00	34.00	33.10

### Commercial Exchange

Classified advertisements will be carried in the Inter-State Milk Producers' REVIEW at the rate of 5 cents a word, \$1.00 minimum per insertion. Each initial and abbreviation counts as one word. Cash with order.

### HORSEMANSHIP

"HOW TO BREAK AND TRAIN HORSES"—A book every farmer and horseman should have. It is free; no obligation. Simply address Beery School of Horsemanship, Dept. 1091, Pleasant Hill, Ohio.

### MILK STIRRER

Amazingly simple-efficient-inexpensive milk stirrer, cooler and aerator for dairy farmers located anywhere. Valuable catalogue free. Two weeks trial. Write Coburn Co., B-122, Whitewater, Wis.

### CLIPPERS SHARPENED

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Fortune may knock at your door, but don't expect her to use a battering ram.

**You will be short of HAY again NEXT SPRING...**

*unless you*  
**DO SOMETHING ABOUT IT... NOW!!**

**Fertilize YOUR BEST SODS with 'Aero' Cyanamid**

**and grow an extra ton of hay to the acre at a cost of \$5.00.**

*and Don't Forget 'Aero' Cyanamid*  
on good grass pasture will give you good grazing two weeks ahead of unfertilized pasture.

Write for LEAFLET F-147

**AMERICAN CYANAMID COMPANY**  
NEW YORK, N. Y. BELLINGS FALLS, VT.



## THIS STARTED ME!



THESE WORDS are echoed from one to the other end of the country! Dairymen everywhere have found in Purina's MORE MILK INSURANCE a sound reason for switching to Cow Chows. The extra milk they're getting in the milk pail is even a better reason for sticking to Cow Chows. Many of them are averaging more than half a ton extra milk per cow yearly!

No plainer or fairer offer ever has been made to dairymen than MORE MILK INSURANCE. Only Purina makes such an offer. No matter where you live; no matter what other ration you're now feeding; no matter what your milk market or milk prices are, you can now feed Cow Chows at no extra cost.

Take advantage of MORE MILK INSURANCE! It's for your protection and your profit! Simply go to your Purina dealer and apply for it. Months from now you'll be glad you did.

PURINA MILLS  
854 Checkerboard Square, St. Louis, Mo.



# INTER-STATE Milk Producers Review

ISSUED MONTHLY IN THE INTEREST OF THE DAIRY FARMER BY THE INTER-STATE MILK PRODUCERS' COOPERATIVE, Inc.

Vol. XVII

West Chester, Pa., and Philadelphia, Pa., February 1937

No. 10



## Learning How To Cooperate

These boys seem to know that results can be obtained if they cooperate—work together—help each other.

We don't know how the boy on the horse got to his present position, but we guess that the lad who is now being helped gave him the needed boost. It is quite likely that without this cooperation each boy would have

found it necessary to rely solely on his own power to get to his destination.

This milk marketing business is very similar, it's mighty difficult to get to where you want to go if there is no cooperative to help carry the load. In that respect, at least, any good cooperative is a "horse for work," and it carries its load willingly.



## "Dairy Dell" Makes Hit At Franklin Institute

THE FRANKLIN INSTITUTE of Science in Philadelphia believes in milk drinking! It has recently opened under its roof a "Dairy Dell" lunch-room, for which the Institute requested the supervision of the Dairy Council.

The Dairy Dell may be considered a self-sustaining educational project. Throughout the year school buses bring thousands of children to see the Institute exhibits as part of their instruction in science. For these children, as well as others, the new lunch-room provides a variety of refreshing milk drinks.

"The Jumbo" milk shake, which has been developed for Dairy Dell by home economists of the Dairy Council, is acquiring a reputation of being perhaps the best milk shake in town. (Inter-State wives, note the recipe:—one-third quart of whole milk, 2 ounces of chocolate syrup and one-twelfth quart of ice cream. Beat until frothy). Buttermilk is also proving popular. In addition, ice cream, sandwiches and fruit are served.

The source of supply for milk purchased for use in the lunch room is systematically rotated from one distributor to another, and at no time is both milk and ice cream secured from the same source.

### Draws Big Crowds

The Dairy Dell was officially opened during Christmas week and was immediately almost deluged with the rush of customers. Parents brought children—other children arrived to spend Christmas stocking money. One young man brought his entire family to see the Institute, celebrating a five-dollar bonus from his employer, and concluded the trip with Jumbo milk shakes and gingerbread in the Dairy Dell.

The lunchroom is not only filled to capacity, but on occasion young people have occupied all available seating space on the floor.

It is already evident that the Dairy Dell with its emphasis upon dairy products rather than the so-called "soft drinks" is meeting a need felt since the existence of the Institute itself. It has been interesting to observe that the approximate 130 employees of the Institute are proving among the most enthusiastic of the milk drinkers. It can be vouched for more than one attendant that he is now getting his full quart of milk a day.

In accepting supervision of this strategically located lunchroom the Dairy Council, which is situated

next door to the Institute, feels that the experience of the first weeks of operation has justified the belief of both the Franklin Institute and Dairy Council that the project will be a demonstration through action in the fact that after all there is nothing more satisfying than a milk shake.

### 35,850 Cows Tested

Pennsylvania has 91 dairy herd improvement associations, Charles R. Gearhart, dairy extension specialist of the Pennsylvania State College, reports.

Approximately 35,850 cows are on test in these associations. Preliminary figures for 1936 indicate an increase in average production over 1935 when the milk yield was 8,347 pounds and the butterfat yield was 332.7 pounds per cow.

### Penn State Has Good Herd

A fine herd of dairy cattle has been built up at the Pennsylvania State College, Professor Andrew A. Borland, head of the dairy husbandry department, says. The present yield of 380 pounds of butterfat per cow is about twice the production of the average cow in Pennsylvania.

Purebred cattle representing the five major dairy breeds, Ayrshire, Brown Swiss, Guernsey, Holstein, and Jersey, are included in the College herd.

The herd has been accredited as free from tuberculosis for 17 years and as free from Bang's disease for five years.

### Cows Like Ensiled Grasses

Forty dairy cows and heifers at the North Branch of the New Jersey Agricultural Experiment Station are on feeding trial this winter to determine the value of molasses grass ensilage.

The cows are being fed grain in addition to the grass silage which has been preserved by the addition of molasses. The heifers are subsisting on the silage as the only source of nutriment.

"Although it is too early to give complete results of this trial, it has already been proved that the animals do like grass silage," according to C. B. Bender, associate in dairy husbandry at the Agricultural Experiment Station, Rutgers University, where the new silage was developed.

## Western Cream Plants Have Diversified Outlets

Eastern milk producers have been unduly concerned about competition from Western cream and the attitude of Western cream shippers according to a report by Professor Leland Spencer of Cornell University, which was given before the Northeastern Dairy Conference held at Baltimore on January 27-28.

He stated that of the twenty-four larger mid-West milk plants which are shipping cream to the Boston, New York, and Philadelphia markets, all except one are equipped to utilize the milk received in other ways. He stated that it would have been possible for these plants to have shipped an average of 3142 cans (40-quart) of 40 percent cream daily during the twelve months ending August, 1936. Their shipments, however, averaged 1119 cans daily or slightly more than one-third of the shipments possible without increasing the amount of milk handled at those plants. These plants apparently put the milk received to whatever use would net the best return to the plant, whether that be butter, cheese or evaporated milk.

Cream shipments from the mid-West to the East are influenced largely by the inspection demands of the Eastern markets. New York makes no inspection west of the Pennsylvania-Ohio line and, therefore, none of this cream goes into New York City proper. Boston with no country inspection receives the largest supply, while Philadelphia receipts from the Mid-West are influenced greatly by the high inspection requirements of certain suburban communities.

The seasonal fluctuations of western cream shipments are determined largely according to the demands for ice cream in these markets, indicating that most of this cream is used for manufacturing purposes. Michigan was the largest cream shipper to the Eastern seaboard with 197,000 forty-quart cans in the twelve month period studied. Wisconsin followed with 184,000 cans, with Indiana and Ohio next in order.

Dr. Spencer issued one word of warning, which was concurred in by others, to the effect that western producers are active in meeting the inspection requirements of eastern markets and that in order to hold their own markets against this competition, eastern producers must make sure that they produce a product equal or superior to that which can be obtained from the mid-West.

Time flies fastest for those who waste it.

## It Is OUR Cooperative

WITHIN the past month several members of our Cooperative have asked me how my Cooperative was getting along. I spent considerable time trying to find out from these men why our Cooperative should be called my Cooperative. I discovered, not to my surprise, that these men didn't feel as though they were really a living part of our organization. They had the impression that it was something foreign to their farm, personal property and every-day life.

If we are going to build an organization such as we should like to see, we must find some way to make every member think and talk about the Cooperative the way he would about his farm, automobile and livestock. This can be brought about by bringing more of the problems direct to our members, to get their advice and counsel in local meetings. I wish every member would make an effort to attend all meetings and take an active part in discussions. There will be many

meetings within the next few months and committees will be appointed to help with local problems, such as inspection, hauling, quality improvement, etc. We expect to have our buyers represented at many of these meetings. This will give the producers an opportunity to learn what the problems of our buyers are and they, in turn, will have an opportunity to learn what the producers' problems are.

Let's all learn to talk about our Cooperative and other farm organizations as though we really were a part owner of them, and proud of it, instead of intimating that these organizations belong to the Board of Directors or the manager. We must build around a principle and not around individual men.

*A. J. Autubach*

### Inter-State Member Wins High Milk Score

Again this year the highest scoring sample of milk at the Pennsylvania Farm Show was exhibited by an Inter-State member, this time by J. Ernest Gray of Cochranville, Chester County, whose sample of milk scored 98.0 out of a possible 100 points. Other Inter-State members among the first 10 in this same class for raw milk from herds of 21 or more cows, were Norman C. Maule, Quarryville; John P. Connell West Grove; Ira Shank, Waynesboro; H. J. Layman, Waynesboro; Frank N. Miller, Waynesboro; and Robert T. Mendenhall, Avondale, second to seventh, respectively; and George N. Stroud, tenth.

B. H. Welty, Waynesboro, President of the Inter-State, was first in his class for herds of 10 cows or under tested for Bang's, and Thomas Hadfield of Downingtown was first in the class for raw milk from a herd of 11 to 20 cows. Other Inter-State members who won places among the first 10 of their respective classes are E. J. Hess, Waynesboro; John S. Hershberger, Everett; E. B. Huber, East Greenville; Wm. H. Landis, East Greenville; E. F. Shepherd, Oxford; Lathie W. Lester, Oxford; John A. McSparran & Son, Greene; Charles E. Martin, Waynesboro; and Zimmerman Bros., Norristown.

In analyzing the score of 98.0 which Mr. Gray obtained on his milk, we find that he was given a score of 34.9 on bacteria, his count being 800. A perfect score on this point would be 35.0. He received a score of 13.5 on flavor and odor, while 15.0 is a perfect score on this point. His butterfat test of 4.2 percent gave him a perfect score of 15.0 on that feature and, likewise, he obtained a perfect score of 15.0 on solids not fat. His sediment score was 9.6 while 10.0 is considered perfect. A perfect score of 5.0 was obtained on acidity, and 5.0 also on bottle and bottle cap.

### Mastitis In Dairy Herds Lowered By Segregation

Mastitis, the scourge of many dairy herds, can be greatly reduced by complete segregation of infected cows from the healthy animals, says E. J. Perry, extension dairyman at the New Jersey College of Agriculture, Rutgers University.

"The fight against mastitis calls for drastic action," he says. "Stabling affected cows in one end of the milking barn and milking them last is a step in the right direction, but it is not nearly so effective as complete separation."

Next to the horn of plenty, the cash register makes the finest music.

### Chemists Can't Make Milk

"The most skillful blending of the known constituents of milk will not produce milk as the cow produces it," declared Dr. James A. Tobey before the Association of Medical Directors, who stated that milk contains nutritive substances as yet unrecognized by science, and that in its natural form milk is a well-balanced entity or whole that is greater in food value than the sum of its known parts.

Among the components of milk, said Dr. Tobey, are 19 amino acids in its three proteins, 11 fatty acids in its butterfat, 6 vitamins, 9 enzymes, 25 minerals, one sugar (lactose), 5 phosphorus compounds, 14 nitrogenous substances which are not proteins, and about 10 miscellaneous substances, all suspended or dissolved in the natural water content of the milk.

### Guernsey Breaks Record

A new world record Guernsey cow over all ages, six year old Cathedral's Rosalie, bred and tested by H. H. Buckley, Oneonta, N. Y., has just made 23,714.5 pounds of milk and 1213.1 pounds of butterfat in a 365-day test.

When your credit runs down, creditors wind you up.



## INTER-STATE MILK PRODUCERS REVIEW

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### Inter-State Milk Producers' Cooperative Incorporated

401 N. Broad St., Philadelphia, Pa.

#### OFFICERS

B. H. Welty, President  
A. R. Marvel, Vice-President  
I. Ralph Zollers, Secretary-Treasurer  
H. E. Jamison, Assistant Secretary  
F. P. Willits, Assistant Treasurer  
A. H. Lauterbach, General Manager

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#### Members Executive Committee

Field Representatives  
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J. T. Plummer, Salem, N. J.  
C. Reynolds, Denton, Md.  
D. W. Winter, Philadelphia, Pa.

### Cooperative Adds A New Department

As soon as arrangements can be made a new department is starting operations in our Cooperative. It is being given the special job of finding and sorting out facts so that every member of this Cooperative of ours can be kept informed about what is happening in the market.

This work will involve collecting facts about milk production, milk sales, cream sales, prices, feed costs, transportation costs, and other things that have a direct bearing on milk marketing. These facts will apply to the market as a whole and to individual areas. They will be of value in determining plans and

policies so that the market can be kept in better condition and order.

Heading this department will be Francis P. Willits, who will assume his new work as soon as he can complete certain valuable work he is now doing for the National Cooperative Milk Producers' Federation of Washington. He is now statistician for the Federation. Mr. Willits is a graduate of Pennsylvania State College and a native of Delaware County.

### 100 Percent Signed

Another list of producers in the Philadelphia milk shed are now 100 percent signed up in the Inter-State Milk Producers' Cooperative. These are the seventeen farmers supplying milk to the Locust Lane Farms Dairy at Moorestown, New Jersey. The last half of this sign-up work was completed in one afternoon by J. T. Plummer, Inter-State field representative and Barclay Allen, one of the first producers to join from this area.

### A Word of Thanks

We feel a special word of appreciation is due those 156 members of the Cooperative who have, up to this writing, given the organization the balance left over from the value of their stock in the old Association. Checks were sent every member of the Cooperative who had owned more than one dollar's worth of stock in the old Association. Each of these checks covered the difference between the one dollar cost of membership in the Cooperative and the total par value of a member's stock in the Association.

The checks, which have been returned voluntarily by these members, ranged from 25 cents to \$8.00 in amount. The total now stands at \$224.25. Many sent inspiring letters with the endorsed checks.

These voluntary contributions are all being placed in a special reserve fund. Of far more value than the money involved is the spirit of those who gave this little boost to the Cooperative.

### Control Order Still Pending

In the January issue of the REVIEW we called attention to orders which had been issued by the Pennsylvania Milk Control Board and were then withdrawn for further study. It was expected that these would be issued on time to be effective on February 1, but as we go to press on that date, we have had no information as to when these orders may be made effective.

### Milk Bills On Way

The next ninety days will largely determine the type of milk legislation which will be enacted for the next two years, perhaps longer. The Pennsylvania Milk Control Act expires on April 30, and the New Jersey Act on May 31.

There is little doubt but that these two states will continue milk regulation. There is a distinct demand for it in each state and no organized opposition to it in either case. New Jersey seems inclined toward continuing the present emergency act for at least two more years, perhaps with some amendments.

Pennsylvania seems inclined toward a permanent type of legislation but beyond that no definite trend is yet noted. One news report called attention to a bill to be introduced by Representative Frank E. Snyder of Tioga County which would make milk control a function of the State Department of Agriculture and the control authorities would have power to arbitrate differences between producers and dealers or to issue orders for marketing areas when requested by producers. Power to audit reports of purchases and sales by dealers would be continued.

It is probable that other bills will be introduced and that out of them some compromise measure will result that will give recognition to the demands of all groups. We must be certain that the rights of farmer organizations are fully protected and be prepared to fight any feature that might jeopardize those rights.

A bill is now being prepared to establish a milk control board in Delaware. The proposed bill is expected to provide for control when requested by producers of any marketing area and to provide for arbitration when producers and distributors can not agree on a price.

The national Congress will doubtless receive proposals to amend the Agricultural Adjustment Act so as to provide for marketing agreements and orders which will get around the difficulties met during the past two years. It is expected that the provision will be retained in any new act adopted which will give help in a market only when requested.

As these bills are introduced in our various legislative bodies we shall try to analyze them and point out the merits or faults of their important features. In the meantime, we urge each member of the Cooperative to keep informed on milk control legislation in his own state and to judge each feature of every bill on how it will affect his business as a milk producer without any regard to party lines or endorsement.

## Up to the Members

THE FIRST withdrawal period since the organization of the Inter-State Milk Producers' Cooperative is here. Between February 1 and 15 each year members of the Cooperative may make application to withdraw from the organization. This application must be made in writing and will be effective on April 1.

This period provides a three-fold test. (1) It is a measure of the work done by the organization as a whole for its individual members. (2) It determines whether the facts about the Cooperative's accomplishments have been properly told to the members. (3) It is a test of the individual members, whether they want to work together with all their milk producing neighbors—or hope to get some personal advantage, however short lived, by going it alone.

In the case of your own Cooperative four months of work have allowed time for only a few results, but it is evident that a sound ground work is being laid, that future years should show many worthwhile accomplishments.

Getting the facts to the members so they may know what the Cooperative is doing is a big job that requires help from the members themselves. The Cooperative must assemble facts and information and prepare this material so that the busy members can get it quickly, easily, and straight. This should include what the Cooperative has done, is doing, plans to do—and what it can not or should not do. Then the member must do his part by attending meetings, reading the REVIEW and keeping in touch with officers and delegates of his local so that he knows the facts.

The last test, provided the Cooperative has done a reasonably good job and then has made the facts available to the members, is a test of the member himself. The fair minded unselfish member, under such conditions, will carry on as a member. He sees that all producers must put up a united front if they are to assert their rights. He sees that if he takes his shoulder from the wheel in order to grab a glittering pebble by the roadside, others will see the same tiny glitter, grab for it, lose it in the scuffle, and all will be run down by the wagon as it rolls back down the hill, undoing all the work previously accomplished.

## A Big Job Done

THE SUSPENSE is over but for several weeks it was feared that B. H. Welty, president of Inter-State, and I. Ralph Zollers, secretary, might find themselves in the position of the man in the accompanying cartoon. They "took pen in hand" and each of them signed their names to 7341 membership certificates in the Inter-State Milk Producers' Cooperative, to the original copies of each of 7341 producer's marketing agreements and to the same number of duplicate copies. That makes 22,023 times that each of them signed his name.

In addition, Mr. Zollers signed 4545 checks covering the balance due that many members who assigned their stock in the old Association to the Cooperative.

This was part of the stupendous job of giving evidence of his membership to every member whose marketing agreement has been accepted. It is difficult to visualize how much of a job it is to keep that many records straight and correct, to see that the names are entered properly, that correct en-

A SIGN OF SOMETHING WRONG—



London Passing Show  
"He keeps on seeing dots before his eyes, Doctor, and trying to sign on them."

tries are made on the stock ledger, that correct listings are made in local lists, in lists of producers supplying each dealer, and in the REVIEW mailing list. In addition, for those members who, in joining the Cooperative, assigned their stock

in the old Association, extra steps were needed in order to keep the Association records straight.

With each of these 7341 membership certificates was mailed the duplicate copy of the producer's marketing agreement, a copy of the Cooperative by-laws, a letter, a notice as to what local the member is assigned to, and also to those who have more than one dollar's worth of stock in the old association, a check for the balance over one dollar was sent. The dollar retained is for membership in the Cooperative.

During this necessary work a lot of over time was put in by the officers and the office force and other work that could be delayed was temporarily set aside.

Several hundred applications for redemption of stock in the old Association are on file and will be given attention within the next few weeks. Those which are properly signed and witnessed will have their checks for par value of their Association stock go out very soon. A large number will need further correspondence before the redemption of the stock can be done correctly according to law.

### Farm Show Needs Room

Record crowds attended the 1937 Pennsylvania Farm Show at Harrisburg. Every available bit of exhibit space was contracted months before the show. Cattle and other livestock exhibits were limited in number by the space available.

In brief, the question must be decided whether this great show is to be "frozen" at its present size or whether its facilities shall be expanded so as to provide more space for exhibitors of farm products and livestock and of commercial products and, at the same time, permit the vast crowds to be spread over greater floor space.

The cost of expanding the facilities for the show would be great but it seems that some of the WPA funds could be spent here to better advantage than on some of the "made work" projects.

It must be kept in mind that a larger show building which would spread the crowds over a greater area—or permit larger crowds—would permit exhibitors to make more and better contacts with the public. This would increase the value of the show to them and to the public.

The Eastern dairyman who follows a good pasture program, using the right pasture crops and using them intelligently, can keep down his cost of production so that he need have no fear of competition from the Mid-West.—A. J. Glover.



## Secondary Markets

### ALTOONA

The Altoona-Huntingdon area will have a special marketing committee to handle local problems, according to plans developed at a meeting on January 29 of officers and delegates of all Inter-State locals of Blair, Bedford and Huntingdon counties and the directors from those districts.

At that meeting it was decided to have a general or advisory committee with one man selected from each local in those counties. These men will meet within a week or two to organize, select a smaller executive committee, and elect officers. It is probable a local market manager will also be selected at the same time.

Kenzie Bagshaw is temporary chairman of the group and J. J. Camp is temporary secretary.

### SOUTH JERSEY

Producers supplying South Jersey markets met at Woodbury on January 12 and selected an advisory committee for the South Jersey Secondary Market of the Inter-State Milk Producers' Cooperative. They are proceeding to develop a program for that area. This committee of eighteen represents the producers supplying most of the dealers in South Jersey and will be added to as additional members join the Cooperative.

Members of this committee are: Frank C. Pettit, Woodstown, temporary chairman; Arthur Waddington, Woodstown; A. H. Stafford, Bridgeton; D. S. Croshaw, Wrightstown; Russell Skinner, Mullica Hill; C. H. Joyce, Medford; Walter L. Jessup, Mt. Holly; Wm. H. Smick, Salem; Howard L. Emmons, Pemberton; Herbert Borden, Mickleton; B. H. Allen, Vincentown; John Tokos, Elmer; Ralph P. Harris, Elmer; Chas. Hurff, Monroeville; W. E. Middleton, Jr., Cedarville; Frank W. Pope, Vincentown; Samuel Dare, Monroeville; R. E. Lippincott, Vincentown.

At a meeting held January 22 the advisory committee went on record in favor of an early membership campaign and developed plans toward that end. An executive committee of four was selected at the same time to handle problems as they arise. The executive committee consists of Frank Pettit, representing Salem County; Herbert Borden, representing Gloucester County; C. H. Joyce, representing Burlington County; and A. H. Stafford, representing Cumberland County.

Officers of the Advisory Committee are Frank Pettit, President; Herbert Borden, Vice-President; and Arthur L. Waddington, Secretary-Treasurer.

### TRENTON

The membership work in the Trenton market is showing good progress. It is planned to obtain memberships from a large number of those producers who supply dealers not now working with the Cooperative, thus adding stability to the entire market.

### WILMINGTON

A few small dealers in the Wilmington market have not taken kindly to the Cooperative's activity and have informed several producers that their milk would no longer be accepted if they did not cancel their contracts with the Cooperative. New markets have been found for most of these producers and only a very few have not as yet been placed.

The milk from those members is

being made into butter. The Cooperative is collecting for this butter and, in turn, is sending a check to those members for the value of that milk for fluid purposes, making up the difference between butter value and fluid milk value from the organization's reserve fund, set up for this purpose.

### Production Costs Vary

The cost of producing milk varies from month to month; it is highest in winter months and lowest in summer months, according to Dr. L. C. Cunningham of the department of agricultural economics at Cornell University.

Based on yearly average costs, he says, January and February are the two months when costs are highest, and June and July months when they are lowest. During fall months, the cost builds up toward a winter high; during spring months it tends to taper toward the summer low.

At the same time, the farm price of milk does not change correspondingly. If the yearly average cost is taken as 100 percent, the highest producing cost is represented by 128, and the lowest by 54, whereas the farm price of milk is represented by a high of 115 and a low of 84.

## Classification Percentages—December, 1936

PENNSYLVANIA, MARYLAND AND DELAWARE

Dealer	Class I	Class II	Class III	"A" Bonus
Abbotts	81.8	14.2	4	69.4% of Class I
Baldwin	70	30	..	
Billman & Stegmeier	76	24	..	
Breuninger	84	16	..	59% of Production
Clover (Wilmington)	87	13	..	
Delchester	84	16	..	
Engle	82	18	..	
Fraims	84	16	..	
Gross, Chas.	84	16	..	
Hamilton	80	20	..	
Harbison	86	10	4	61% of Production
Harshbarger	70	*30	..	
Keith's	88	12	..	
Martin Century	86	14	..	79% of Production
Meyers	80	20	..	80% of Production
Missimer	88	12	..	
Nelson Dairy	72	18	10	
Oakland Dairy	67	33	..	
Scott-Powell	71	25	4	74% of Production
Silver Seal	81	19	..	
Snare	55.6	23.6	20.8	
Supplee	79	21	..	58% of Production
Sypherd	89	11	..	
Waple	74	9	17	
Wawa	87	13	..	32% of Class I
Zeigler Dairy	70	18	12	

\*Includes 12% Class IA for period Dec. 21-31 inclusive.

### NEW JERSEY

	Norm	Cream	Excess
Abbotts (A)	87	13	Balance
(B)	84	16	Balance

## Milk Prices—December, 1936

Weighted Average Prices Paid by Dealers for 3.5% Grade B Milk

Dealer	Delivery Point	Mile Zone	Average Price
J. E. Harshbarger	Altoona, Pa. (1-20)		\$2.46
J. E. Harshbarger	Altoona, Pa. (21-31)		2.58
Keith's Dairy	Altoona, Pa.		2.43
Supplee-Wills-Jones	Bedford, Pa.	251-270	2.24
Harbisons	Brandtsville, Pa.	126-140	2.38
Harbisons	Byers, Pa.	25-40	2.45
Harbisons	Carlisle, Pa.	126-140	2.38
Harbisons	Centerville, Md.	81-120	2.34
Supplee-Wills-Jones	Chambersburg, Pa.	141-200	2.31
Supplee-Wills-Jones	Chestertown, Md.	81-120	2.29
Scott-Powell	Clayton, Del.	41-80	2.24
Abbotts	Coudersport, Pa.	271-400	2.22
Abbotts	Curryville, Pa.	251-270	2.25
Scott-Powell	Dagsboro, Del.	126-140	2.19
Supplee-Wills-Jones	Duncannon, Pa.	121-125	2.36
Abbotts	Easton, Md.	81-120	2.31
Glenroy Dairies	Glenroy, Pa.		2.34
Abbotts	Goshen, Pa.	41-80	2.39
Supplee-Wills-Jones	Hagerstown, Md.	141-200	2.22
Supplee-Wills-Jones	Harrington, Del.	81-120	2.29
Supplee-Wills-Jones	Huntingdon, Pa.	201-250	2.29
Harbisons	Hurlock, Md.	126-140	2.32
Nelson Dairy	Jeffersonville, Pa.		2.54
Abbotts	Kelton, Pa.	41-80	2.39
Abbotts	Kempton, Pa.	81-120	2.39
Supplee-Wills-Jones	Kennedyville, Md.	41-80	2.29
Harbisons	Kimberton, Pa.	25-40	2.45
Martin Century	Lansdale, Pa.		2.59
Supplee-Wills-Jones	Leaman Place, Pa.	41-80	2.38
Supplee-Wills-Jones	Lewistown, Pa.	141-200	2.31
Scott-Powell	Longsdorf, Pa.	141-200	2.24
Sypherd Dairies	Lyndell, Pa.	25-40	2.49
Harbisons	Massey, Md.	41-80	2.34
Supplee-Wills-Jones	Mercersburg, Pa.	141-200	2.31
Harbisons	Millville, Pa.	141-200	2.35
Supplee-Wills-Jones	Moorefield, W. Va.	271-400	2.07
Supplee-Wills-Jones	Mt. Pleasant, Del.	41-80	2.29
Supplee-Wills-Jones	Nassau, Del.	126-140	2.27
Scott-Powell	New Holland, Pa.	41-80	2.31
Abbotts	Oxford, Pa.	41-80	2.39
Abbotts	Philadelphia, Pa.		2.67
Baldwin Dairies	Philadelphia, Pa.		2.55
Breuninger Dairies	Philadelphia, Pa.		2.71
Wm. Engle Dairies	Philadelphia, Pa.		2.68
Gross, Chas.	Philadelphia, Pa.		2.71
Hamilton Dairies	Philadelphia, Pa.		2.66
Hutt & Kempf	Philadelphia, Pa.		2.50
Missimer Dairies	Philadelphia, Pa.		2.75
Oakland Farms	Philadelphia, Pa.		2.52
Silver Seal	Philadelphia, Pa.		2.56
Scott-Powell	Philadelphia, Pa.		2.55
Supplee-Wills-Jones	Philadelphia, Pa.		2.65
Abbotts	Port Allegany, Pa.	271-400	2.22
Scott-Powell	Pottstown, Pa.	41-80	2.31
Supplee-Wills-Jones	Princess Anne, Md.	126-140	2.22
Abbotts	Providence, Md.	41-80	2.34
Zeigler Dairy Co.	Reading, Pa.		2.42
Supplee-Wills-Jones	Red Hill, Pa.	41-80	2.38
Breuninger Dairies	Richlandtown, Pa.	41-80	2.42
Supplee-Wills-Jones	Ronks, Pa.	41-80	2.38
Harbisons	Rushland, Pa.	25-40	2.45
Scott-Powell	Snow Hill, Md.	141-200	2.16
Abbotts	Spring Creek, Pa.	401-430	2.18
Harbisons	Sudlersville, Md.	41-80	2.34
Supplee-Wills-Jones	Townsend, Del.	41-80	2.29
Waple Dairies	Tyrone, Pa.		2.17
Wawa Dairies	Wawa, Pa.		2.49
Supplee-Wills-Jones	Waynesboro, Pa.	141-200	2.31
Clover Dairies	Wilmington, Del.		2.57
Fraims Dairies	Wilmington, Del.		2.58
Supplee-Wills-Jones	Zieglerville, Pa.	25-40	2.41

### Pennsylvania Prices

Prices per 100 pounds of milk of 3.5% butterfat content for December and January, as established according to Pennsylvania Milk Control Board Order 28, are:

Class	Dec.	Jan.
I (fluid milk) f.o.b. Phila.	\$2.88	\$2.88
II Milk for cream	1.79	1.79
III Milk for butter	*1.44	*1.44

Butterfat differentials on Class I and II are 4 cents a point up or down from 3.5%.  
\* Class III price per 100 pounds of milk is amount of butterfat times price of 92-score butter and plus 20% of that amount.  
Average January butter price was 34.17¢.

### Receiving Station Prices Under Control Board Order 28

Mile Zone	Class 1	Class 2	Dec.	Jan.
25-40	\$2.58	\$1.76	\$1.76	
41-80	2.55	1.76	1.76	
81-120	2.55	1.74	1.74	
121-125	2.53	1.74	1.74	
126-140	2.50	1.74	1.74	
141-200	2.46	1.73	1.73	
201-250	2.44	1.73	1.73	
251-270	2.38	1.72	1.72	
271-400	2.35	1.72	1.72	
401-430	2.30	1.72	1.72	

### Prices Paid Producers

#### On Other Markets

Class I price 3.5% milk for December, weighted average price for November (N) or December (D). All prices f. o. b. city markets except as indicated.

Market	Class I Price	Retail Price	Weighted Average Price
Philadelphia	\$2.88	12¢	\$ ?
Pittsburgh	3.05	13	2.285 N
Baltimore	2.90	13	?
Washington	3.25	14	2.994 N
Richmond	3.67	14	2.99 D
Wheeling	2.475	12	2.20 N
New York City	*2.90	13	*1.94 D
Hartford	3.35	14	2.95 N
Providence	2.658	14	3.177 D
Louisville	3.01	14	2.33 D
Akron	2.35	12	2.30 D
Indianapolis	2.34	12	1.975 N
Detroit	2.48	12	?
Milwaukee	2.71	12	2.31 D
St. Louis	2.45	11-13	2.15 N
St. Paul	2.20	11	1.97 N

\* Price applies in 201-210 mile zone.

A meeting called to raise the price of milk fifty cents a hundred pounds would jam the largest hall in town, but a meeting called to cut the cost of producing milk by fifty cents a hundred pounds would not bring enough producers together to fill an ordinary living room.—A. J. Glover.

L. S. Riford, vice president of the Beacon Milling Company for the past six years and previously on the staff of the dairy department at the New Jersey College of Agriculture has been named president of the Beacon Milling Company. He succeeds C. A. Coddington.

A go-getter is a person willing to try anything twice.



# 1936 Receipts at Philadelphia

## More Milk and Cheese, Less Cream and Butter

RECEIPTS of milk at Philadelphia during 1936 totalled 7,165,157 cans of 40 quarts each, or about 616,203,500 pounds. This does not represent all the milk produced in the milk shed nor does it mean that there was that much fluid milk consumed in Philadelphia and suburbs.

This figure represents the amount of milk shipped to this market in fluid form. Some of it was sold as cream, some was made into ice cream and a little into butter. Some may have been separated and the cream from it shipped out to other markets.

Likewise, many producers supplying Philadelphia had some of their milk separated into cream at country stations and the cream was shipped to Philadelphia. That is not shown in these figures.

The accompanying table shows the amounts of milk received at Philadelphia from each state each month of last year as reported by the Philadelphia office of the Bureau of Agricultural Economics. Receipts of milk for previous years were 7,065,998 cans (40-qt.) in 1935; 6,998,768 cans in 1934; and 6,787,631 cans in 1933.

Total cream receipts from Pennsylvania, Maryland, and Delaware are shown in another table, together with total receipts from states

which do not share the Philadelphia Milk shed, also totals of all cream received each month.

The total amount of cream received in 1936 was 204,962 cans (40-qt.) of 40 percent cream which shows a gradual decrease from 268,577 cans in 1933. Each can of 40 percent cream represents almost 950 pounds of average market milk.

Exactly 75,558,040 pounds of butter were received at Philadelphia during 1936. Large as this amount may seem, it shows a gradual decrease since 1933 when more than 92 million pounds were received. This might indicate a sharp drop in consumption but is probably not as serious as the bare figures indicate. This is true because the total amounts received at the market probably included butter for half a million people in nearby counties who may now be getting some of their butter through Baltimore or New York.

Slightly more than one-half of all the butter received in Philadelphia came from Minnesota with Illinois and Iowa together supplying about one-fourth of it.

Cheese shipments to Philadelphia in 1936 totalled 27,703,266 pounds. This is a slight increase over 1935 and a jump of 4,423,599 pounds over 1933. More than 84 percent of the

cheese received in Philadelphia last year came from Wisconsin with Illinois supplying almost 12 percent.

Philadelphia merchants received 1,244,342 cases of eggs last year. Receipts of this product, as with butter, have shown a sharp drop since 1933 when more than 1½ million cases were received. States which sent more than 100,000 cases of eggs to Philadelphia during the year are Pennsylvania, 214,141; Minnesota, 173,608; Iowa, 126,957; and Illinois, 122,206.

### Pasture Laboratory Set Up For 12 Northeastern States

A grass breeding and pasture laboratory for the U. S. Department of Agriculture and 12 northeastern states has been located at State College, Penn., where land was made available by Pennsylvania State College. The laboratory was established by Secretary Wallace under authority of the Bankhead-Jones Act on the recommendation of experiment station directors in the 12 states from Maine to Maryland and West Virginia.

Research work will be planned in consultation with representatives of the 12 experiment stations and will fit in with work already under way at the State stations. P. V. Cardon, in charge of forage crops in the Department, is leader of the project.

Among other objectives the new laboratory will study important grasses and legumes as to their resistance to disease and drought, their life history, their growth and development, and their reactions to fertilizers. The laboratory hopes in many cases to develop new and better pasture grasses.

"The pasture problem is one of the most important confronting the Northeastern states," says Mr. Cardon. "Pasture improvement has a direct relation to erosion control and is of special importance to dairymen. This is the great market milk region of the United States, but production has not been able to meet demand, principally because of low feed supplies, a generally short pasture season and low carrying capacity of most pastures. In the year around program of the dairy farm, pasture is the cheapest feed and returns the most profit."

"Three hair nets, please."  
"What strength?"  
"Two dances and a car ride."

# Did You Know

## These Dairy Council Facts

THAT DURING the last year the Philadelphia Inter-State Dairy Council has prepared and published more than 60 new posters, all carrying the message of the importance of milk in the diet?

That it takes two men two entire days, and one young woman an additional day, to address, pack and stamp the posters that the Dairy Council mails each month to schools, factories and other points where they are observed by consumers?

That the total weight of all of the posters printed by the Dairy Council during the last year came to approximately five tons?

That each month during the school year the Dairy Council sends more than 1,100 posters to a total of 116 Junior and Senior High Schools, and more than 4,000 additional posters to a total of nearly 600 Elementary Schools, all located within the Philadelphia Milk Shed? And may we emphasize the fact that these posters go out once each

distributed free within its territory, the Dairy Council sells nearly 100,000 posters each year outside its territory?

That the posters being sent to the Elementary Grades this year each carry a printed story on Dairying and Nutrition for the teachers to correlate with their regular classroom work? (Just in case you are interested, these stories were prepared by a graduate of Columbia University who is now a teacher in one of the Philadelphia suburban schools.)

That every one of these posters is designed to make people who see them want to buy and use more of the milk you produce and sell?

That some of the factory executives who were most skeptical when first approached regarding our poster project, now tell us that our posters actually do help to increase milk sales in the plant cafeterias?

We just thought you might be interested.

And It  
Tastes  
As Good  
As It Looks



One of the New Dairy Council Posters

month throughout the school year?

That each month the Dairy Council sends nearly 300 posters to factories and stores that employ a total of more than 25,000 men and women, all located within the Philadelphia Milk Shed?

That the Philadelphia Inter-State Dairy Council has had requests for its posters from points as far away as Germany and Japan?

That, in addition to the posters

### Board Requests Purchase of Natural Foods for Children

The Inter-State Board of Directors went on record at their last meeting in favor of using natural foods for correcting vitamin deficiencies in the diets of Pennsylvania children. This action was taken because the Pennsylvania Legislature at its 1935 session voted a fund of \$600,000.00 to be used for pur-

chasing vitamins in concentrated form as a means of correcting malnutrition among undernourished children in the State. The Governor reduced this appropriation to \$25,000.00 because of his feeling that the amount was too large for a project of such apparently experimental nature.

These synthetic products have not properly demonstrated their value whereas the milk, other dairy products, fruits and vegetables produced within the state are of proved value in supplying needed vitamins to growing children. In order to bring the Governor's attention to these facts and to protect our own interests which is also for the best interests of the children, the following resolution was passed by the Directors and sent to Governor Earle:

"WHEREAS the 1935 session of the General Assembly in Act No. 423, appropriated \$600,000.00 (reduced by the Governor to \$25,000.00) for the purpose of supplying vitamin concentrates to undernourished children of Pennsylvania in the place of vitamins secured from natural sources such as milk, fruits and vegetables and, WHEREAS Pennsylvania abounds in milk, fruits, and vegetables and, WHEREAS it will benefit not only the producers and dealers in such products but also the children to use natural foods rather than foods in concentrated form, NOW THEREFORE, BE IT RESOLVED, that the expenditure of any further appropriations for the purpose of securing vitamins or minerals as an aid to correcting malnutrition in children be confined to the purchase of milk, fruits, vegetables, and other foods containing vitamins or minerals in their natural form."

Similar resolutions have since been passed by the Pennsylvania Dairymen's Association, and the Pennsylvania Milk Dealers' Association.

### Keep It Out

Efforts are being made to lift the embargo against the importation of live stock from certain parts of the Argentine. This embargo was established in 1930 on account of the prevalence of foot and mouth disease in that country. Before the embargo can be lifted the proposal must be ratified by the United States Senate.

Practically all interested national farm organizations are opposing this move and are urging members to write their United States Senators and also Senator Key Pittman, chairman of the committee under which this proposal comes.

"Now," said the teacher, "which boy can name five things that contain milk?"

"I can!" shouted a freckle-faced youngster. "Butter an' cheese an' ice cream an' two cows."

### Receipts of Fluid Milk at Philadelphia Metropolitan Market in 1936

Month	Penna.	Maryland	N. Jersey	Delaware	W. Va.	Total
January	424,849	63,897	53,883	37,416	2,690	582,735
February	398,224	61,130	50,389	34,772	2,193	546,708
March	433,599	66,407	54,957	37,653	246	593,828
April	424,741	67,013	54,980	39,708	...	586,442
May	429,751	78,421	60,955	48,794	...	617,921
June	434,133	76,600	55,003	48,540	...	614,276
July	462,037	70,136	47,393	42,392	...	621,948
August	457,963	69,843	46,277	43,701	...	617,784
September	431,644	71,289	47,669	39,644	...	590,246
October	460,419	66,253	44,742	34,195	...	605,609
November	450,921	61,643	41,983	31,513	...	586,060
December	459,983	62,747	45,087	33,783	...	601,600
Total	5,268,264	815,379	603,318	472,101	5,129	7,165,157

\* Includes 966 cans from Wisconsin.

### Receipts of Fluid Cream at Philadelphia Metropolitan Market in 1936

Market	From States Comprising Philadelphia Milk Shed	From States Beyond Milk Shed	Total
January	4,485	8,996	13,481
February	4,580	9,154	13,734
March	5,850	12,961	18,811
April	9,982	13,430	23,412
May	14,226	10,366	24,592
June	13,624	7,619	21,243
July	10,726	6,872	17,598
August	12,486	6,431	18,917
September	14,094	4,938	19,032
October	6,429	3,746	10,175
November	6,949	5,505	12,454
December	6,286	5,227	11,513
Total	109,717	95,245	204,962



# Dairy Cooperatives Best Bet

## Trade Commission Urges Them As Way Out

**A**FTER NEARLY thirty months of work and study, the Federal Trade Commission sent its report on the dairy industry to Congress on January 4. This report covered work of varying degrees of completeness in nine milk sheds and was preceded by several other reports covering details of various market studies.

The investigation was requested by a resolution of Congress passed in 1934 and Philadelphia was the second market investigated. This, it will be recalled, was concluded with a public hearing which left a bad reaction in the public mind and resulted in a changed attitude by the Commission in its later investigations.

The final report to Congress is outstanding because of the recommendations made. These recommendations are, for the most part, the policy or the ultimate aim of virtually every well organized milk cooperative in the country. Inter-State members who have read the REVIEW regularly the past 20 months will promptly recognize these recommendations, in most cases, as being a part of the present and future program of the Inter-State Milk Producers' Cooperative. Space prevents printing the full 42-page report. We will give you quotations of the conclusions made and the recommendations proposed. It is possible a full report can be obtained by writing the Federal Trade Commission at Washington, D. C.

### Findings and Conclusions

*Producers of milk have not always been adequately fortified, in price conferences with distributors, with data sufficient to enable them to discuss the factors relating to prices on equal terms with representatives of distributors, who were usually supplied with minute details of processing and distributing costs and other data relating to milk marketing conditions.*

*In markets where the use made of milk by the distributors determined the prices paid to producers, reports by distributors as to proportions of milk sold or used in the many classes, generally have not been properly verified by thorough audits of distributors' books to determine whether producers have received in return, correct blended prices of milk.*

*A great deal of confusion and misunderstanding have resulted from the use of terms in classifying milk with respect to uses. . . . Some of the misunderstanding could be avoided by the adoption of a few well-defined classifications to apply uniformly in all sheds. . . .*

*The Federal Government and many of the State Governments have enacted laws authorizing farmers to act together, through cooperative associations, in collectively handling, processing, preparing for the market, and marketing their products. . . .*

*Producers' cooperative organizations in the areas investigated have greatly improved conditions in dairy farming and have probably obtained better prices for milk than the producers could have obtained without such organizations. However, some weaknesses were found among cooperative organizations. Generally, such organizations have not represented a sufficient proportion of milk produced in a particular market to enable them to get the best results in bargaining with distributors. In several instances the management of cooperative organizations . . . did not adequately protect the interests of producers.*

*Dissatisfaction has arisen among certain producers because the cooperatives have failed to furnish their members with clear, concise, and accurate information as to the disposition of milk, and especially as to the method of arriving at the prices paid to producers.*

*The principle of handling milk under the so-called "classification" or "use" plan of payment has been recognized and used in some of the large producing areas. . . .*

*Conflicting provisions and lack of uniformity in the health regulations and inspection rules of the several milk markets and the resulting duplication of farm inspection have added to the burdens and expenses of dairy farmers, with resultant dissatisfaction. . . .*

### Recommendations

*It is believed that conditions in the dairy industry generally, and of producers particularly,*

*can be improved without additional legislation if producers take full advantage of existing federal and state laws authorizing the organization of cooperative associations to market farm products. To this end, it is recommended that dairy farmers supplying the various markets exercise the right and authority given them by federal and state laws to organize cooperative associations to market and dispose of their milk and milk products.*

*It has been established by the investigation that the activities of most of the bona fide independent cooperative organizations have greatly benefited milk producers. The activities of these organizations should be broadened and encouragement given to the extension of such activities as are authorized by the various federal and state laws. However, milk producers' cooperative associations should be controlled exclusively by the dairy farmer members.*

*It is recommended that each member should have an equal voice in the management of the cooperative organization, regardless of the amount of capital stock or other financial interest he may have in the association. . . .*

*Where adequate and satisfactory markets are not otherwise available, it is recommended that cooperative marketing associations be prepared to make arrangements to lease or acquire and operate such plants and equipment as may be necessary to process and handle all milk produced by members that can not be satisfactorily disposed of otherwise.*

*It is recommended that cooperative organizations be operated on a nonprofit basis, and that all receipts, after deducting only necessary expenses, and making provisions for reasonable operating reserves, be returned by producer-members in the nature of an equalized price for all milk handled.*

*It is recommended that milk producers' cooperative associations make full and complete reports of their activities to an appropriate division or department of govern-*

ment of the states in which they operate . . .

*It is recommended that all sales of milk by cooperatives to distributors be covered by written contracts. Where the use made of the milk determines the prices paid producers, the contract should provide for complete reports by distributors to the cooperative, . . . and authorizing the cooperative association to make audits of the distributors' books to determine the correctness of such reports. . . .*

*The classified use plan of determining net blended prices to producers should not be used except where thorough and complete audits of distributors' books are made either by representatives of producers or by an independent accounting agency. . . .*

*It is recommended that milk producing cooperative organizations in the several milksheds give careful consideration to the plan of organizing inter-marketing area agencies to handle interstate and inter-milkshed sales of milk and cream. . . .*

*In order that information may be available to proper state and federal authorities, and to producers and producers' cooperative associations, it is recommended that distributors be required to make full and complete reports periodically to an appropriate division or department in which they operate. . . .*

*It is . . . recommended that legislation be enacted empowering an appropriate federal authority, to confer with and advise state authorities regarding the regulation of the production, sale and distribution of milk and milk products, and to assist in the negotiation of such compacts.*

### An Old Country Place

Talk about your fancy city homes  
And your concrete walks and such,  
I'll say, in my opinion  
That they don't amount to much,  
For I love the nodding wheat fields  
And the bob-white's whistle, hence,  
'Tis the best thing in creation—  
Just a nice old country place.

Some folks talk about autos and  
Soaring to the clouds above.  
Golden streets and golden harps—  
Starry crowns for them,  
To me would seem far better—  
Should they let me produce milk.  
On a dear old country place—  
Bounded by an old worm fence.

—By WILMER W. TANGUY.

Mr. Tanguy is an Inter-State member of long standing and is active in spite of his 71 years. Perhaps his philosophical attitude is a result of having spent 67 years on the farm where he now lives in Chester County.

To err is human—to admit it is not.



**WHEN** you have bought your feed at the store—even when you have carefully figured the ration and fed it to your cows you may think you are through PAYING. But are you?

Some of this feed you pay for DOUBLE, because any UNUSED part . . . any that goes through without complete digestion and assimilation . . . not only is wasted, but represents a sure sign that the normal milk-making activity of the cow is sluggish. That is when you begin to feed at a loss—and when expensive disorders usually find their origin. This is not to be wondered at when cows are in stable, out of fresh air, consuming a diet of dry, rich grains and roughage.

### KOW-KARE with Iodine—a New Vehicle for Dairy Profits

This famous formula of Iron and medicinal herbs and roots is now improved by the addition of Iodine. It is more than ever of definite value as a conditioner in the cow barn. Iron for a purifier of the blood; botanical drugs for their tonic effect; Iodine to supply a nutritional element lacking in most soil crops and feeds—an element sorely needed to get the most from the rich proteins, minerals and vitamins of the winter diet.

Adding Kow-Kare is not an expense . . . it is a means of earning greater returns from your winter's work.

### Especially Needed by Cows at CALVING

It is paying caution to fortify cows due to freshen, when so many production breakdowns and breeding troubles find their source. You can help Nature and save money for yourself by making a regular practice of adding Kow-Kare before, during and after the ordeal of calving. Thousands of cow owners have found the profit of using this common-sense aid.

Ask your feed, drug or general store about Kow-Kare; they will supply you—\$1.25 and 65¢ packages. Ask them the saving on dozen lots. Directions for feeding are found on each can.

DAIRY ASSOCIATION CO., INC.  
Dept. 6 Lyndonville, Vermont



Send for  
**FREE**  
32-Page Book

"First Aid for Dairy Cows." Competent veterinary advice on what to do when cows ail. Chapters on Gorging, Bloat, Choke, Winter Cholera, Lousiness, Constipation, Drenching, Impaction, Slow Breeding, Abortion, Retained Afterbirth, Difficult Calving, Milk Fever, Mastitis, Garget, Troubles of Udder and Teats—and numerous other cow topics. 32 pages—handsomely illustrated.



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## Members' Exchange

The REVIEW is your paper. You may use its columns without cost to tell other Inter-State members what you have for sale. This offer is not open to dealers or agents even though they may be members but is designed to help members dispose of their own products.

A four-line limit (about 30 words) in this type size is permitted each member in any one issue this space to include member's name and address. Notice must reach our office by the 27th of the month preceding date of issue.

For Sale: One pure bred Holstein bull calf, seven months old, from accredited herd on both T.B. and Bang's tests. M. V. Miller, Seaford, Delaware, Route 1.

Holsteins—Nice type bull calves—Sire good proven son of Man-O-War. Dams' C.T.A. records up to 600 lb. fat. Priced reasonable. T.B. & B. tested. Chas. L. Wilkinson, Neshaminy Farm, Rushland, Pa.

## Milk Seems Plentiful

THERE APPEARS to be plenty of milk at the present time and indications point to a continuation of this condition through the spring months. Some authorities contend, however, that the feed supply is short and will not last until spring which condition would seriously curtail milk production. The Federal report of production conditions on January 1 showed a higher production in New Jersey, Pennsylvania, and Maryland than on the same dates in either 1936 or 1935.

The trend of production in this area after the pasture season opens is impossible to predict. The abundance or scarcity of pasture grass, the number of spring freshening cows, and the lack of production control will all have their effects.

The percentage of milk used in Class I showed some decline in December as compared to November and it is expected that January will show a further slight decline. This, in itself, indicates either an increase in production, a decrease in consumption, or both in slight degree.

The cream situation on the Philadelphia market shows somewhat larger receipts than in January a year ago. The price has shown a gradual decline for several weeks until the middle of January when cream from Pennsylvania approved sources was quoted at \$14.75 per 40-qt. can of 40% cream. This was the same price as for unapproved cream. Later prices showed a fair recovery on approved cream.

The Federal report of fluid milk markets shows substantial increases at Pittsburgh and Miami with small increases at nine other markets. Decreases were made at three markets, the Akron price dropping 35 cents.

The manufactured dairy products situation is discouraging in two respects. Production is higher than a year ago and consumption of butter appears to be less.

Production of butter in December was 3.4 percent larger than a year ago, of cheese 10.2 percent larger and evaporated milk 11.7 percent larger. Condensed milk production (a small item) was 6.2 percent less. This represented 4.8 percent more milk used for all these products.

This situation, coupled with an apparent decrease in butter consumption, resulted in 61 million pounds of butter in storage on January 1, compared to 40 million pounds a year earlier. Cheese stocks were about 10.8 percent larger than a year ago while stocks of evaporated milk in manufacturer's hands were double the five-year average.

There has been fair strength in the price situation but some uneasiness

in the butter market developed at times. The market broke 1½ cents on January 18 and 19, then recovered slightly, dropping again at the end of the month, closing at 33 cents for 92-score at New York.

The January average price for butter was 34.17 cents which is a fraction of a cent under December and under January a year ago. On this basis the price of Class 2 milk for January will be \$1.79 per cwt., f.o.b. Philadelphia, with receiving station prices 3 to 7 cents lower. Class 2 price will be \$1.44 per cwt. f.o.b. market or receiving station.

JANUARY, 1937, BUTTER PRICES				
Date	92-Score Philadelphia	Solid Pack New York	Chicago	
4	35	34½	33½	
5	36	35½	34	
6	36¼	35½	34½	
7	36	35½	34½	
8	35½	35½	34	
9	35½	35½	34	
11	35½	35	34	
12	35½	34½	33½	
13	35½	34½	33½	
14	35	34½	33½	
15	35	34½	33	
16	35	34½	33½	
18	34½	33½	32½	
19	33½	33	31½	
20	33½	33½	32	
21	34	33½	32	
22	34	33½	32	
23	34	33½	32	
25	33½	33½	32½	
26	34½	33½	33	
27	34	33½	33	
28	33½	33½	32½	
29	33½	33	32	
30	33½	33	32	
Average	34.67	34.17	33.05	
Jan., '36	34.82	34.24	33.11	
Dec., '36	35.38	34.57	33.60	

## This Was Well Done

The Washington County, Maryland, Local of the Inter-State held an excellent meeting at the Lappans Parish House on January 26. This meeting, with 69 members in the Local, brought out a crowd of more than 100.

Let us find out why!

A vivid and interesting report of the annual delegate meeting at Philadelphia was given by Cecil Haines, delegate. As a result, those members and their families and friends are well informed about that meeting which Mr. Haines declared was the best he ever attended.

B. H. Welty, Inter-State president, told them of some of the work facing the Cooperative, citing the fight against filled milk as one example. Mrs. E. C. Dunning gave some readings and E. C. Dunning, field representative, outlined local problems and how some of them have been solved.

Several entertainment skits were provided by Roger and Edwin Burtner.

Then the meeting was concluded with refreshments.

The method—business, pleasure, and food in the proper proportions. The result—a top-notch meeting.

## Why the "Blow-Up"

Speaking before the Northeastern Dairy Conference at its annual meeting in Baltimore on January 27, J. Ralph Graham, president of the Granite State Dairymen's Association, Boscawen, New Hampshire, stated that "the real reason for the blow-up in the New England milk market was the expansion of country plant ownership by the farmer organizations and the gradual drawing together of various producer groups."

Mr. Graham stated that the circumstances preceding the disruption of this market were complicated and, in many respects, difficult to understand thoroughly. He pointed out that the immediate causes of the blow-up were the effects of previous causes and those in turn, were the result of still earlier actions. He stated that many groups pointed to certain actions of New England Dairies as being an immediate cause of the break, but added that this organization had taken no action, whether proper or not, that had not previously been taken by practically every other interest in the market.

The prediction was made by Mr. Graham that the eventual result of the present chaotic condition will be practically complete ownership by farmer groups of milk handling facilities and a stronger producer group than ever before.

## Gross Named Master Farmer

Among the Pennsylvania farmers who were named as Master Farmers of 1936, we find the name of Chester H. Gross of York County. Mr. Gross is a member of the Inter-State Milk Producers' Cooperative, and served as a director of the old Association for about five years.

In commenting upon this award, the Pennsylvania Farmer says of Mr. Gross:

"In York County Chester Gross has brought two farms totaling 280 acres into a high state of cultivation, developed a special strain of corn, rebuilt farm buildings destroyed by fire and served in public capacities including the state legislature. He keeps both dairy and beef cattle, hogs, sheep and poultry. His crop production methods are outstanding and include raising corn on the same field year after year at the same time improving the fertility of the land."

We must look forward to the time when no milk is put on the market except that it comes from disease-free herds.—A. J. Glover.

No one was ever lost on a straight road.

**SAVE 3 TONS HAY AND 1 TON MILL FEED by using 1 TON Granular 'Aero' Cyanamid**

ONE TON of 'Aero' Cyanamid used on 7 acres of good grassland will produce TWO WEEKS EARLIER grazing for 20 cows

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Producers of Granular Fertilizers  
'Aero' Cyanamid 'Ammo-Phos' 32% 'Aero' Super Phosphate  
Harrisburg, Pa. New York, N. Y.  
\* Reg. U. S. Pat. Off. and Principals Foreign Countries.

Prof: "This is the stadium."  
Visitor: "Fine! Now take us through the curriculum. They say you have a fine one here."

Free listing in the REVIEW for calves, cows, or other livestock you have for sale. See page 12.

## Capitalist and Laborer

To the extent that farmers are property owners they belong to the capitalist class. To the extent that they personally perform the arduous duties of tilling the soil and operating the farm they belong to the laboring class.

In the farmer the best qualities of capital and labor are united. He should enjoy both economic independence and social security. We reaffirm our belief in the efficacy of agricultural producer cooperatives as a most effective means to these ends.—From a resolution of the National Cooperative Council.

## Report of the Field and Test Department, Inter-State Milk Producers' Cooperative

The following statistics show the operations of all the Inter-State Milk Producers' Cooperative field representatives in connection with testing, weighing and general membership work for the month of December, 1936:

	NO.
Butterfat Tests.....	3561
Plants Investigated (first half Dec.)	19
(second half Dec.)	25
Calls on Members.....	659
Quality Improvement Calls.....	13
Herd Samples Tested.....	245
Brom-Thymol Tests.....	60
Microscopic Tests.....	18
Membership Solicitation Calls.....	792
New Members Signed.....	286
Assignments of Stock.....	8
Educational Meetings.....	9
Attendance.....	248
Local Meetings.....	20
Attendance.....	503

Friends, like promises, when made, should be kept.



### Commercial Exchange

Classified advertisements will be carried in the Inter-State Milk Producers' Review at the rate of 5 cents a word, \$1.00 minimum per insertion. Each initial and abbreviation counts as one word. Cash with order.

#### MILK STIRRER

Amazingly simple-efficient-inexpensive milk stirrer, cooler and aerator for dairy farmers located anywhere. Valuable catalogue free. Two weeks trial. Write Coburn Co., B-122, Whitewater, Wis.

#### HORSEMANSHIP

"HOW TO BREAK AND TRAIN HORSES"—A book every farmer and horseman should have. It is free; no obligation. Simply address Beery School of Horsemanship, Dept. 1032, Pleasant Hill, Ohio.

#### CLIPPERS SHARPENED

COW AND HORSE clippers sharpened. Enclose 50¢ per set blades mailed. Guaranteed. Prompt service. Stewart and Andie Clippers, Parts and Blades, CREUTZBURG, Dept. D., 119 N. Sixth St., Philadelphia, Penna.

#### DAIRY STERILIZER

For sale—One S-8 Electric Esco Dairy Sterilizer. Good order but too small for my work. \$75. Cost new \$195. Clark H. Reed, West Chester, Pa.

## Dairy Conference Drew Crowd

Discussions Packed With Interest

THE Northeastern Dairy Conference held its annual meeting in Baltimore on January 27 and 28, with dairy cooperatives, the Grange, Farm Bureau, and other farm organization leaders present. In addition, representatives of several of the States, of the Federal Government, and of agricultural colleges were present.

Among the more widely discussed subjects were cream shipments in the Northeast, costs of milk production in the Northeast and costs of milk distribution in Boston.

National milk marketing legislation and the value of milk marketing cooperatives were featured on one program. Reciprocal trade agreements, disease problems of the dairy industry, and cooperative milk

marketing in the Baltimore market were subjects covered at another session.

A. J. Glover, editor of Hoard's Dairyman, in discussing the future of the American dairy farmer, stated emphatically that as far as milk production was concerned, the dairy farmer alone could determine his individual position, and he stressed the necessity of sound farm and herd management. He stated that it was necessary for farmers to work together as a group in selling their milk to best advantage. Considerable discussion of the present situation in the Boston market was featured on the program.

The president of this Conference during the past year was J. E. Carrigan of Vermont. He is being succeeded by A. H. Lauterbach, general manager of the Inter-State Milk Producers' Cooperative.

### Where The Milk Goes

Milk from Pennsylvania farms is handled in more than 6,000 plants, according to a statement by Dr. Kenneth Hood, extension agricultural economist at Pennsylvania State College, made at the annual meeting of the Pennsylvania Dairymen's Association.

He stated that 47 percent of the milk and cream handled by Pennsylvania dealers passes through country plants, sixty-six plants ship milk from Pennsylvania to New York City, and one-half of Pittsburgh's milk supply comes from twenty-nine country plants, of which nine are in Ohio.

Dr. Hood stated that 51 million pounds of milk are produced in the Philadelphia milk shed monthly by 15,000 producers, but less than one-half of this is marketed in Philadelphia. He expressed the opinion that over a long period of time it would be wise to eliminate some milk plants and re-locate others. Such a move would require the co-operation of all parts of the dairy industry.

Adding untested cattle to the herd or animals that are not positively known to be disease free is the biggest reason why herds continue to show infection of Bang's disease, according to information collected by officials of the United States Department of Agriculture.

Irregular things happen regularly.

### We Recommend It

A book came to my desk yesterday which I wish could be read by every member of the Inter-State Milk Producers' Cooperative. Its title is "Membership Relations of Cooperative Associations", and is Bulletin No. 9 published by the Farm Credit Administration, Washington, D. C.

The 107 pages of this book are packed with worthwhile information of value to every member, official, and employee of a Cooperative. It covers measures of success among Cooperatives, attitudes of managers and directors, influence of directors on membership relations, the member's position in his Cooperative association, means of membership contact, expense of membership service, and means of publishing cooperative news.

Even a hasty reading of the booklet gives the reader a good picture of what makes for success in cooperatives, while a thorough study of the book is a short course in cooperative education.

### Farmers Prices Above Pre-War Parity

The remarkable rise of prices received by farmers during the past two months set two records, it was reported on January 29 by the Bureau of Agricultural Economics. It brought current prices to the highest level since June 1930, and raised prices received to a level above prices paid, that is, above pre-war parity, for the first time since November 1925.

Prices of farm products advanced an additional 5 points during the month ended January 15, the Bureau reported. The current index stands at 131 percent of pre-war, 11 points higher than in mid-November and 22 points higher than a year ago.

The advance in prices of farm products in the last month was quite general. Wheat, potatoes, hogs and cottonseed showed advances. The few exceptions to the rise included eggs and new cabbage. Slight declines also were recorded for butter, milk, turkeys, tobacco, onions and spinach.

### Is Pedigree the Measure Of Animal's True Value?

Livestock men who believe improvement of farm animals lies more in using those of proved fertility, vigor, and economical production, than in simply increasing the numbers of pedigreed purebreds, point out that in the country of their origin, pure breeds were but slightly apart from common stock, says the new yearbook of the United States Department of Agriculture.

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**BETTER CALVES**

**LESS WORK**

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BEACON Calf Pellets are the ideal milk substitute. They are nearer to whole milk in nutritive value than any other type of calf ration we have ever examined. And they make it possible for you to raise better calves more economically. You save a lot of time and money. No painstaking mixing of gruel. No chance to make mistakes with careless liquid mixing and feeding. Beacon Calf Pellets are fed dry.

Whether you feed milk, our pellets or some other milk substitute, you need a supplementary grain ration. Beacon Calf Ration is ideal for this purpose and should be fed the calves for the first 5 or 6 months. Extremely palatable, highly nutritious and bulky, it contains the proper amount of protein and mineral elements.



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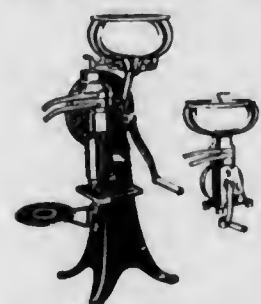
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World's best separators, made in 16 sizes and styles. Skim cleaner, run easier and last longer. Present De Laval's the best in De Laval's 59 years of leadership. Your De Laval Dealer will gladly give you a free trial demonstration so you can tell exactly how much a new De Laval will earn and save for you. Thousands have found their old separators were losing enough to pay for new De Laval's.

THE dairy cow is not only our greatest producer of wealth, but De Laval Separators and Milkers are the best money making machines any milk or cream producer can own.

It is not unusual for a De Laval Separator or Milker to earn its own payments and pay for itself in its first year of use; that's equal to 100% return on the investment. And these machines will continue to earn at such a rate for many years. Thousands of De Laval Separators in use today have given 20 to 30 and even more years of service; and De Laval Milkers, first placed on the market 19 years ago, are still in use.

If you have not already done so, why not put a De Laval to work on your farm? You can get one on such easy terms it will soon pay for itself. See your De Laval Dealer or mail coupon below to nearest De Laval office.



De Laval Milker Outfits

\$145 — and up

More De Laval Milkers are now in use the world over than any other. They milk better, faster, cleaner than any other method. Made in a variety of sizes and styles. Sold on monthly installment payments so that they pay for themselves.

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Please send me, without obligation, information on  
Check which ☐ Separator ☐ Milker

Name .....

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State..... R. F. D..... No. Cows.....



A farmer visited his son's college. Watching students in a chemistry class, he was told they were looking for a universal solvent.

"What's that?" asked the farmer. "A liquid that will dissolve anything."

"That's a great idea," agreed the farmer. "When you find it, what are you going to keep it in?"

Rotten wood cannot be carved.  
Confucius.



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IF WE SHOULD say the things about Cow Chows that dairymen say, you might think we were exaggerating. So we say, talk to some of them. Ask them how much more milk Cow Chows are making for them. Ask them what it means in extra profit to them. Ask them about the improved health and condition of their herds. They'll give you an answer that explains why Purina Cow Chows are the only dairy feeds backed with ironclad "More Milk Insurance."

Make no mistake about it, Cow Chows have what it takes to make more milk. Best of all, you can feed Cow Chows at no extra cost. See your Purina dealer and make application for "More Milk Insurance." You'll get more milk and make more money on your herd this year.

PURINA MILLS  
854 Checkerboard Square St. Louis, Mo.



# INTER-STATE Milk Producers Review

ISSUED MONTHLY IN THE INTEREST OF THE DAIRY FARMER BY THE INTER-STATE MILK PRODUCERS' COOPERATIVE, Inc.

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No. 11



## "The Milk Goes Through"

Louisville gets its milk by truck as far as this farm tractor dare haul it—then by boat (not shown in picture) to marooned families.

This milkman left his horse and wagon at the barn and delivered milk by boat—right into his customer's front hall which was submerged in water to the fourth step.



The Coast Guard to the rescue. These cows which were stranded on railroad tracks near Cairo, Illinois, are about to be led to safety.



## Dairy Council Spreads Facts About Milk

**Y**OU'VE OFTEN heard the saying, "What is one man's food is another man's poison." Some people quote this by way of remarking that they "can't drink milk"—it always disagrees with them!

The Dairy Council, realizing that many people refrain from using milk because of this fallacious idea, is giving widespread publicity to some scientific facts on this subject brought out by two recent studies.

One study was made on 600 healthy women students in a mid-west university, the other was made on 500 patients in a hospital.

The university study is of particular interest because it offers a fair picture of the foods which the average young woman reported as actually disagreeing with her. It places first in the class of foods causing digestive disturbances, "raw onions, radishes, cooked cabbage and beans." Out of the entire group of 600 students only 1.7 percent reported that they could not take milk. This small proportion would no doubt be further reduced were diagnosis made of the difficulties actually involved.

"Even as it stands, the figure symbolizes the suitability of milk as a basic food for healthy human beings. And the universality of its usefulness is a fortunate circumstance, for no other one food is used so generally in every meal and in so many forms the world over as milk—milk as a beverage and in the almost numberless dishes made with milk—the product of milk and cream as butter, cheese and ice cream."

The findings of the hospital study were in agreement with the university study in respect to the more obviously offensive foods such as onions and cabbage, and in addition listed such staple articles of diet as milk, apples, tomatoes and eggs. The authors of this study call attention to the fact that "we dealt with selected patients, most of whom were suffering from indigestion, and complaining of food sensitiveness or symptoms that were thought to be due to it." They emphasize that there has not yet been sufficient experimentation to warrant any acceptance of just how prevalent so-called "food sensitiveness" is among normal people.

On the other hand, there is ample proof of the general suitability of milk. The report of these studies continues, "In the case of milk—entire races have used milk successfully from infancy to old age and

for generation after generation. This fact alone should dispel any notion that milk is in general unsuitable as a food at any age."

The facts resulting from these two recent studies were first issued by the Journal of the American Medical Association and the Journal of the American Dietetics Association, and have now been assembled in the "Dairy Council Digest". Copies of the Digest have been placed in the hands of key people in over two hundred local institutions, including hospitals, health centers and home economics departments of schools, by the Philadelphia Dairy Council as a part of its regular educational program.

### Lancaster Organizes Cooperative Council

Farm organizations which are active in Lancaster County have recently organized the Lancaster Cooperative Council. The membership of this council consists of co-operatives and other agricultural organizations which felt the need of getting together and working together.

This Council consists of twenty-two organizations covering practically every phase of farm activity in Lancaster County. The executive committee of the Council consists of one authorized delegate from each member organization, and these delegates have been vested with the voting power in the Council.

It is planned that the new council will co-ordinate the efforts of the farm groups of the county and promote a better understanding of co-operatives in general, as well as promote agricultural education.

A meeting schedule of all agricultural groups in the county has been established in the county extension office where each group can report the date, time, and place of meetings as scheduled. It is hoped that in this manner conflicts of meeting dates will be avoided.

### Franklin County Meetings

A series of very successful meetings has been held recently in District 26, at which reports were heard from delegates to the Co-operative annual meeting and talks were given by others active in their respective locals.

The meeting at Chambersburg was reported as outstanding with Ira Shields giving a detailed and

vivid account of the annual meeting. He also reported on the district meetings of delegates in his own and neighboring districts. A summary of the program at the Women's session of the annual meeting was made by Mrs. James H. Kendall. James H. Kendall, who is delegate from the McConnellsburg Local, gave similar reports at his own Local meeting on the Co-operative annual meeting. Mrs. Kendall again reporting on the women's session.

### Consider Pasture a Cash Crop, Dairymen Advised

"Most farmers do not consider pasture as a cash crop, since they never actually see any money being returned directly from the pasture," says Carl B. Bender, professor of dairy husbandry at the New Jersey College of Agriculture. "But the cow is the middleman in this case. It is because of this lack of understanding on the part of dairymen that New Jersey's pasture lands are the most neglected sources of farm revenue."

"A complete pasture fertilization program, which includes an application of nitrogen fertilization at the rate of 250 to 300 pounds per acre in the spring, brings returns in cash four to six weeks after the fertilizer is applied to the soil."

"More dairymen should make plans this coming spring to treat their pastures the same as they treat their other farm crops, and thereby get more and cheaper milk from their dairy cows," Professor Bender advises.

The Agricultural Conservation Program for New Jersey lists pasture improvement as an approved soil-building practice. Farmers who are co-operators under the program are eligible to receive part of their cash outlay for fertilizer used on pastures in return for following this practice.

### Then What Happened?

Four good fellows, old friends, met after long years in an Irish provincial town. They visited an inn and had several drinks. Then all four left for the railway station. On arrival of the train, three of the four got in and the train pulled out, leaving the fourth fellow standing on the platform, laughing until he was weak.

Station Master: "What the devil are you laughing at?"

Fourth Fellow: "Sure they were supposed to be seeing me off."

Between him who tells everything and him who tells nothing—choose neither.

## Every Member a Fieldman

**P**AST EXPERIENCE in cooperatives has convinced me that the strongest organizations are those in which the members take an active part in carrying on the work. Such members are serving as local fieldmen whenever they take upon themselves the responsibility of doing something extra for the organization, no matter how small it may be. Work of this kind gives every member who participates in it a greater interest in his organization. He knows more about how it works, what it can do and what it can not do. Such members look for facts and are satisfied with nothing less than the truth about their organization.

It is a well known truth that cooperatives in which the members take such a live interest get along better because the members and management are in closer touch with each other. They keep in step and in that way avoid the danger of one getting too far in front and losing touch with the other. This close contact results in sounder policies which respond quickly to changing needs.

In our own organization we have almost 8,000 members to be served by 10 fieldmen, 800 to each man. This keeps our men busy and many times it is physically impossible for them to give the service the members should have and the fieldmen

would like to give. It is our aim to have a fieldman call on each member at least once each year. But to serve the members properly, these fieldmen need the help of other members who have previously been served.

The members are giving the Cooperative real service by talking with neighboring members, with non-members, and with outside interested groups, discussing with them the organization, its work and its policies. These members can go still farther by passing on to other members their experience in overcoming the causes of returned milk or in meeting other difficulties, arranging local meetings, and adding something worthwhile to the programs of those meetings whenever possible.

It is only natural for most people to show a deeper interest in activities in which they have assumed personal responsibilities. We can look to a healthier and stronger Inter-State as more and more members voluntarily serve as local fieldmen whenever there is a local job to be done.

*A. J. Antubach*

### Zollers Placed In Charge Of Field and Test Work

The Field and Test Department of the Inter-State Milk Producers' Cooperative has been put under the supervision of I. Ralph Zollers, who is also Secretary-Treasurer. Mr. Zollers served as a field representative of the old Inter-State Milk Producers' Association from 1923 to late in 1929 when he was made Secretary.

This selection was made because of Mr. Zollers' wide knowledge of the Philadelphia milk shed, especially of leading producers and of the milk dealers who operate in Philadelphia and the secondary markets within the shed. This knowledge enables him to step in and render constructive service at once without any breaking-in period.

The position of Secretary-Treasurer will continue to be occupied by Mr. Zollers, but much of the work in connection with that office will be given over to others in the organization.

### Livestock Prices Up

Beef cattle, chickens and eggs brought farmers lower prices in 1936 than in 1935, but the average of all livestock and livestock products combined was up about 3 percent during this period, according to estimates released late in February by the Bureau of Agricultural Economics.

Farmers reported higher prices in

1936 for hogs, veal calves, sheep, lambs, wool, horses, mules, butter, butterfat and milk than in 1935. The average of prices for all livestock and livestock products was 46 percent higher in 1936 than in 1934, and 69 percent higher than in 1933.

The report cites average prices by states for livestock and their products. It shows that New Jersey farmers received higher average prices for hogs in 1936 than farmers in any other state; Illinois topped other states on average prices for beef cattle; New Jersey was highest on veal calves; Texas highest on sheep, and Massachusetts and New Jersey highest on lambs.

### Welsh On Jersey Board

John Welsh of Long Valley has been appointed to the New Jersey Milk Control Board to fill the vacancy created by the resignation of John V. Bishop of Columbus. Mr. Welsh is identified with the processing end of the milk business.

Mr. Bishop has served on the control board since its inception in 1933. He has resigned to devote more time to his farming interests.

"Make me a child again, just for tonight."

Once said a Scotsman—and Scotsmen are tight.

"I'm leaving tonight on a rail trip to Ayr;

Make me a child and I'll travel half-fare."

### Milk Best For Vitamin D

Since the discovery of vitamins about twenty years ago, medical science has been aware of the lack of Vitamin D in many modern diets. Recent research work has shown that although milk does not normally carry a sufficient quantity of Vitamin D for the proper protection of infants, it is the best means of supplying Vitamin D through additions to it.

On this subject a recent issue of the Journal of the American Medical Association says, "Of all the common foods available, milk is most suitable as a carrier of added Vitamin D. Vitamin D is concerned with the utilization of calcium and phosphorus of which milk is an excellent source. The Council has recently made the decision that for the present milk is the only common food which will be considered for acceptance when fortified with Vitamin D."

Why bother to write jokes when one can get dialogue like the following, overheard at the Bureau of Naturalization?:

"Where is Washington?"

"He's dead."

"I mean the Capital of the United States."

"Oh, they loaned it all to Europe."

"Do you promise to support the Constitution?"

"Me? How can I? I've a wife and six children to support."

Only the wise profit by advice.



## INTER-STATE MILK PRODUCERS REVIEW

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### Put the Milk Pitcher On Your Table Milk Is Our Best Food

#### Is Your Copy Like That?

Every so often we learn that the REVIEW reaches some of its readers in a damaged condition. These reports are usually late and arrive in a roundabout way. How about yours? Has it ever been torn, badly crumpled, or otherwise damaged upon arrival?

If so, wrap it up carefully just as received, mail to our office, and we will send you a fresh undamaged copy. Yes, we do want the damaged copy just as you got it in order that we can turn it over to the Post Office as evidence they can use in running down the cause of the trouble.

Damage usually occurs where only one or two copies go to any one Post Office. But just the same, we and the Post Office authorities must have the evidence to hunt out the trouble. We depend upon you to supply that evidence if any of it ever reaches your hands.



#### Legislation

During the next sixty to ninety days a complicated and confusing line-up of bills will be introduced in our various State Legislatures. We shall try to call your attention to those bills which will effect you as dairymen. In many cases we will give a summary of these bills without comment, but as occasion may require, we shall ask for your help in supporting or opposing particular bills.

This issue of the REVIEW carries summaries of several bills. There is little to say as yet on perhaps the most important proposed legislation from our standpoint, that of the milk control laws. It is expected

that the New Jersey and Pennsylvania laws will be continued, and efforts are being made to obtain milk control legislation in Delaware. Details on this legislation will be found on another page.

### GUEST EDITORIAL

#### Cooperative Legal Victory

In a decision granting permanent injunctions against three dairy companies and stopping interference with the existing contracts between the Wisconsin Co-operative Milk Pool and certain of its legal membership, Judge Alvin C. Reis in Dane County Circuit Court recently gave strong support to the legal aspects of dairy co-operative marketing.

In holding that competitive buyers may not legally attack the contracts between the Pool and its members, Judge Reis stated at least one significant paragraph:

"We have gone far enough with co-operative marketing in Wisconsin to realize that, as a practical matter, to allow the cheese industry, the tobacco industry, or any organized competition to meddle with products of lawfully formed and operating farmers' co-operatives is to breed a constant discontent among members by fleeting and temporary advanced prices, and to provoke expensive and protracted litigation like the very action before us . . . It is none of the business of the outside and competitive trade whether the co-operative is getting along well with its members and carrying out its contract faithfully or not . . . The remedy, if mismanaged, is to change the management . . . If the law permits the competitor to demonstrate that the co-operative is a losing proposition and by that token destroy, the end of cooperatives in Wisconsin is spelled before they are brought into being, and henceforth they are still-born."

Judge Reis is not dealing with a proposition unknown to him, as he was one of the men who wrote and administered the present state co-operative act, and in him co-operation has found a fair friend in court. (Reprinted from the Wisconsin Agriculturist via Pure Milk.)

A Houston road-sign painter suggests the following signs for railroad crossings:

"Come ahead. You're unimportant."  
"Try our engines. They satisfy."  
"Don't stop. Nobody will miss you."  
"Take a chance. You can get hit by a train only once."

Fortune is not on the side of the faint hearted.—Sophocles.

#### Cows, Arithmetic and Profits

We keep cows for the money they can make for us. No matter how much we may like our cows, I dare say we all like those cows best which make for us the biggest return above expenses.

The New Jersey Extension Service gives us an interesting comparison in this connection. It calls attention to a herd of 32 cows which averaged 505 pounds of butterfat a year and netted its owner a return of \$6805 above the cost of feed. Another herd of 20 cows averaged 255 pounds of butterfat in the same year and returned a profit of \$1596 over feed cost.

It took 319 pounds of butterfat to show a profit of \$100 over feed cost in the case of the lower producing herd, but the better herd showed the same profit on each 237 pounds of butterfat. Looking at this another way, and assuming that the milk from both herds tested 3.5 percent butterfat, the lower producing herd produced 9130 pounds of milk in order to make \$100 profit above feed cost. The herd of better cows showed the same profit on 6785 pounds. Here we have an extra 2345 pounds of milk necessary to make \$100 profit above feed costs. In addition, the owner of the better herd had less milk to handle and less labor all around per unit of profit.

If we use good cows to produce milk and give them the proper feed and care, we can get as much profit from less milk or more profit from the same amount of milk—and it is profit we want.

#### Market Information Department Started

As we go to press on March 1, the new market information department of our Cooperative is just making its start. Francis P. Willits, who has been statistician for the National Cooperative Milk Producers' Federation since late in 1935, is in charge of this work and will assemble facts and develop charts and other information, which will be useful in outlining market policies, and even more so in keeping members informed as to the situation in the market as a whole and in their own area or section.

"At the prom last night, my suspenders broke right in the middle of the dance floor."

"Weren't you terribly embarrassed?"

"No. My roommate had them on!"

## East Backward In Bang's Test Program

A MAP of the United States is usually commonplace. The boundaries remain the same. But one came in the other day which carries a warning.

That map shows the progress in each of the 48 states on the program of getting rid of Bang's disease—sometimes called contagious abortion. Except for Virginia and West Virginia progress in the East has been slow.

As now conducted, each herd owner may test his herd or not. If he does so, and "positive" (diseased) animals are found, he can get indemnity on them similar to the plan followed in tuberculosis eradication work. Midwestern dairymen, especially in Wisconsin and Minnesota, have made rapid progress with more than one-fifth of their cows tested.

Should Bang's-free herds become a health regulation those states will have an immense start—our own Eastern seaboard states will be at a disadvantage.

There is grave danger of such a move. A serious threat in that direction was made in the late 1920's because of the connection between Bang's disease in cows and undulant fever in humans. It is true that only rarely can a case of undulant fever be traced through the milk supply while cases traceable through direct contact with affected livestock occur several times more frequently. But should the public become aroused, whether justly or not, we can look forward to regulations demanding that our milk supplies come from herds tested and made free of this disease.

The best "market insurance" possible for the Eastern dairymen is to exert every effort to put out a product that is at least equal to the best offered by any other group or section of the country.

Experience has shown that every farmer who depends upon milk for a part of his income is justified for selfish reasons alone in getting rid of Bang's disease—and using every precaution in keeping it out if his herd is healthy. The healthy herd produces better, has fewer cows go wrong, and is able to maintain a more uniform production because of regular freshening.

Although the Bang's test is not perfect—neither is vaccination—it has been developed to the stage that when honestly applied it furnishes a reliable means of determining the presence of the disease.

Should those Mid-western states

complete that clean-up job and be able to offer dairy products of every description from herds known to be healthy and should the health authorities in our Eastern cities and states demand at the same time that all dairy products come from Bang's-free herds there would be grave danger of breaking down our market.

#### The Milk Must Go Through

It is becoming a legend in American business that regardless of what disaster might overtake a community "the milk must get through". The recent floods in the Ohio and Mississippi Valleys graphically demonstrated this determination to get the milk to consumers regardless of difficulties.

The pictures on the front cover of the REVIEW are typical of the scenes in those flooded areas. Not only did the city milk men do a noble job in getting milk to their customers, but producers were likewise handicapped. One Indiana producer, located 50 miles from Cincinnati, had to travel 208 miles to deliver his milk to that city. Milk was hauled from cities outside the flood area by truck and railroad trains to the flooded cities where many milk plants were temporarily out of commission.

No figures are available on the loss to producers, but it is known that many cows were lost and many barns destroyed or badly damaged.

REVIEW readers in parts of Pennsylvania will recall similar situations a little less than a year ago and can speak from personal experience about the determination to get the milk through regardless of difficulties.

#### Seek Funds for Control Of Bang's Disease

Both Pennsylvania and Maryland are making efforts to obtain funds for payment of indemnity to farmers who lose cattle under the Bang's testing program. Governor Earle of Pennsylvania in his budget message to the Legislature on February 24, recommended an additional appropriation of \$650,000 for this work.

Definite efforts are underway in Maryland to obtain a similar appropriation to be used in paying indemnity to farmers losing cattle in the test.

#### Ask Your Senators To Keep Quarantine

Mention was made in the February REVIEW about a treaty with the Argentine which, if approved as proposed, would expose the livestock of our country to the foot and mouth disease from that country. This subject is known as the Argentine Sanitary Convention and ratification of it must be made by the United States Senate before it can be made effective.

The dangerous feature of the proposal as it now stands, is the possibility of letting foot and mouth disease gain another foothold, and after the experience in the Midwest in 1914 and in California in 1923, every effort must be made to keep this disease out of our country.

Every Inter-State member can help by writing to Senator Key Pittman of Nevada, chairman of the Senate Committee on Foreign Relations and to his own United States Senators, insisting that they vote against the ratification of any proposal which would lift the present quarantine against Argentine livestock. The Senators can be reached by writing them at the Senate Office Building, Washington, D. C.

Do you want farm help, does your son want a dairy farm job? See page 12.

Great minds have great purposes.

#### Inter-State Milk Producers' Cooperative Incorporated 401 N. Broad St., Philadelphia, Pa.

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### Eastern Shore Meetings

A series of four district meetings has been held recently on the Eastern Shore of Maryland at which General Manager A. H. Lauterbach discussed membership relations and producer problems with the members and other producers in attendance. The meeting at Easton in Talbot County was attended by approximately 400 persons, including members, their families, and other producers. Another meeting at Hurluck brought out about 200, while meetings at Chestertown and Chesapeake City were attended by approximately the same number.

An excellent spirit was in evidence at each one of these meetings. Keen interest was shown in the problems that were discussed, and it was felt that the membership and producers in general now have a better understanding of the Cooperative and its aims and possibilities.

Two of these meetings were also attended by representatives of the dealers who obtain milk in those areas, and through this joint cooperation, it is felt that both producers and dealers are obtaining a better understanding of the problems that each faces. Ice cream was served to all guests at each of these meetings.

### Self-Reliance Is Paramount

We reaffirm our faith in the independence and self-reliance of the American farmer. For a long time solution of agricultural problems the farmer must rely on his own endeavors rather than on governmental aid which, at best, can be but temporary and uncertain.

The most effective means of self-help available to the farmer is cooperative marketing and purchasing. Through cooperative enterprise the farmer obtains the advantages of large-scale business while preserving the benefits of small-scale ownership and limited individual capital. Every possible encouragement should be extended by both federal and state governments toward the building and strengthening of agricultural producer cooperative associations. —Resolution of the National Cooperative Council.

Tonsils: "He got his mustache on the installment plan."

Adenoids: "The installment plan?"

Tonsils: "Yes; a little down each week."

### Classification Percentages—January, 1937

#### PENNSYLVANIA, MARYLAND & DELAWARE

Dealer	Class I	Class II	Class III	"A" Bonus
Abbotts	79.5	16.4	4.1	69.6% of Class I
Baldwin	76	24	...	82% of Production
Breuninger	86	14	...	
Clover (Wilmington)	79.62	20.38	...	
Engel	85	15	...	
Fraims	81	19	...	
Gross	86	14	...	
Hamilton	80	20	...	
Harbison	86	10	4	64% of Production
Keith	90	10	...	
Martin Century	88	12	...	83% of Production
Missimer	92	8	...	
Mt. Union Sanitary	89	7	4	
Myers	77	23	...	76% of Production
Nelson	72	18	10	
*St. Lawrence	72.04	22.23	4.65	
Scott-Powell	72	25	3	67% of Production
Snare	54.9	27.9	17.2	
Supplee	74.75	25.25	...	54% of Production
Sypherd	84	16	...	
Wawa	89	11	...	

\* 1.08% of receipts sold to Hershey.

#### NEW JERSEY

Dealer	Norm	Cream	Excess	"A" Bonus
Abbotts (A)	86	14	Balance	
(B)	84.5†	15.5	Balance	
Castanea (A)	75	25	Balance	
(B)	82	18	Balance	
Scott-Powell	99	1	...	46.5% of norm.
Silver Seal	85	15	...	
Supplee	100	...	Balance	

† 65.5% is sold at N. J. price and 19% at Pa. price

### Supplementary Notes To Price Table On Page 7

Separate prices are given for each half of February at each receiving station which was affected by Order No. 40 of the Pennsylvania Milk Control Board, effective February 15. In case only one price is given for any certain market for February, it applies to that class of milk for the entire month.

The price schedule as given f.o.b. a market applies to all fluid milk dealers in that market.

The January average price (in bold face type) is the weighted average price paid by the dealer indicated according to price schedules furnished, or as determined from statements furnished with milk checks and checked in the Interstate office.

The February Class III price for the entire State of Pennsylvania as set by the Pennsylvania Milk Control Board is \$1.44 per 100 pounds of 3.5 percent milk, f. o. b. dealer's plant or receiving station. The price is set as the butterfat content of the milk times the month's average butter price at New York, plus 20% of that amount. Class III price for February in Maryland, Delaware and West Virginia is 3½ times the price of butter, or \$1.20 for 3.5 percent milk.

The butterfat differential on Classes I and II, also on Class III outside of Pennsylvania, is 4 cents for each point (one-tenth percent) of butterfat more or less than 3.5 percent.

The average price of 92-score butter at New York for February 1-14 was 34.25 cents; for February 15-28, 34.30 cents; and for the entire month, 34.27 cents.

### No Decision On Filled Milk

Although the case was heard in the Dauphin County Court more than two months ago no decision has been handed down as yet regarding the "filled" milk case. This case was the application of the Carolene Products Company for an injunction against the Pennsylvania filled milk law.

The products in question are Carolene and Milnut, made by removing butterfat from milk and putting the very cheap cocoanut oil in its place, then evaporating the combination of cocoanut oil and skim milk, putting it up in cans shaped like evaporated milk cans, and, as has been proved, sometimes selling it to the unwary or uninformed customer as evaporated milk.

The Pennsylvania law prohibits the manufacture or sale of such products in this state.

March, 1937

## Prices 3.5% Grade "B" Milk

January Averages and January and February Schedules. (Explanatory Notes on Page 6, Col. 3)

Dealer	Delivery Point	Mile Zone	Average Price Paid in Jan.	Class I Price			Class II Price		
				Jan. 1-31	Feb. 1-14	Feb. 15-28	Jan. 1-31	Feb. 1-14	Feb. 15-28
Keith's Dairy	Altoona, Pa.	f.o.b.	\$2.77	*\$2.86	\$2.86		\$1.79	\$1.79	
Supplee-Wills-Jones	Bedford, Pa.	251-270	2.21	2.38	\$2.38	\$2.37	1.72	1.72	
Peter Hernig	Boiling Springs, Pa.	126-140		2.50	2.50	2.48	1.74	1.74	
Harbisons	Brandtsville, Pa.	126-140	2.38	2.50	2.50	2.52	1.74	1.74	
Harbisons	Byers, Pa.	25-40	2.45	2.58	2.58	2.52	1.76	\$1.76	\$1.74
Harbisons	Carlisle, Pa.	126-140	2.38	2.50	2.50	2.52	1.74	1.74	
Harbisons	Centerville, Md.	81-120	2.34	2.48		2.48	1.57	1.60	
Supplee-Wills-Jones	Centerville, Pa.	401-430		2.30	2.30	2.24	1.72	1.72	1.70
Supplee-Wills-Jones	Chambersburg, Pa.	141-200	2.28	2.46	2.46	2.45	1.73	1.73	
Supplee-Wills-Jones	Chestertown, Md.	81-120	2.26	2.46		2.48	1.67	1.60	
Scott-Powell	Clayton, Del.	41-80	2.25	2.48		2.50	1.70	1.60	
Abbotts	Coudersport, Pa.	271-400	2.21	2.35	2.35	2.28	1.72	1.72	1.71
Abbotts	Curryville, Pa.	251-270	2.23	2.38	2.38	2.37	1.72	1.72	
Scott-Powell	Dagsboro, Del.	126-140	2.20	2.41		2.39	1.70	1.60	
Supplee-Wills-Jones	Duncannon, Pa.	121-125	2.33	2.53	2.53	2.52	1.74	1.74	
Abbotts	Easton, Md.	81-120	2.29	2.46		2.46	1.74	1.60	
Glenroy Dairies	Glenroy, Pa.	41-80	2.34	2.55		2.55	1.76	1.75	
Abbotts	Goshen, Pa.	41-80	2.37	2.55	2.55	2.53	1.76	1.76	1.74
Supplee-Wills-Jones	Hagerstown, Md.	141-200	2.19	2.37		2.39	1.67	1.60	
Supplee-Wills-Jones	Harrington, Del.	81-120	2.26	2.46		2.48	1.67	1.60	
Supplee-Wills-Jones	Huntingdon, Pa.	201-250	2.25	2.44	2.44	2.43	1.73	1.73	
Harbisons	Hurluck, Md.	126-140	2.32	*2.65	2.65		1.79	1.79	
Nelson Dairy	Jeffersonville, Pa.	f.o.b.	2.54	2.46	2.46		1.57	1.60	
Abbotts	Kelton, Pa.	41-80	2.37	2.55		2.55	1.76	1.76	1.75
Abbotts	Kempton, Pa.	81-120	2.37	2.55	2.55	2.52	1.74	1.74	
Supplee-Wills-Jones	Kennedyville, Md.	41-80	2.26	2.46		2.48	1.67	1.60	
Harbisons	Kimberton, Pa.	25-40	2.45	2.58	2.58	2.52	1.76	1.76	1.74
Martin Century	Lansdale, Pa.	f.o.b.	2.61	2.88		2.88	1.79	1.79	
Supplee-Wills-Jones	Leaman Place, Pa.	41-80	2.35	2.55	2.55	2.57	1.76	1.76	1.75
Supplee-Wills-Jones	Lewistown, Pa.	141-200	2.28	2.46	2.46	2.45	1.73	1.73	
Sypherd Dairies	Lyndell, Pa.	25-40	2.45	2.58	2.58	2.48	1.76	1.76	1.74
Harbisons	Massey, Md.	41-80	2.34	2.48		2.48	1.57	1.60	
Supplee-Wills-Jones	Mercersburg, Pa.	141-200	2.28	2.46	2.46	2.45	1.73	1.73	
Harbisons	Millville, Pa.	141-200	2.35	2.46	2.46	2.40	1.73	1.73	
Supplee-Wills-Jones	Moorefield, W. Va.	271-400	2.04	2.17			1.67	1.60	
Supplee-Wills-Jones	Mt. Pleasant, Del.	41-80	2.26	2.46		2.48	1.67	1.60	
Supplee-Wills-Jones	Nassau, Del.	126-140	2.24	2.43		2.45	1.67	1.60	
Scott-Powell	New Holland, Pa.	41-80	2.32	2.55	2.55	2.56	1.76	1.76	1.75
Abbotts	Oxford, Pa.	41-80	2.37	2.55		2.55	1.76	1.76	1.75
Abbotts	Philadelphia, Pa.	f.o.b.	2.64						
Baldwin Dairies	Philadelphia, Pa.	f.o.b.	2.62						
Breuninger Dairies	Philadelphia, Pa.	f.o.b.	2.73						
Wm. Engel Dairies	Philadelphia, Pa.	f.o.b.	2.72						
Chas. Gross	Philadelphia, Pa.	f.o.b.	2.73	2.88	2.88		1.79	1.79	
Hamilton Dairies	Philadelphia, Pa.	f.o.b.	2.66						
Hutt & Kempf	Philadelphia, Pa.	f.o.b.	2.50						
Missimer Dairies	Philadelphia, Pa.	f.o.b.	2.79						
Scott-Powell	Philadelphia, Pa.	f.o.b.	2.56						
Supplee-Wills-Jones	Philadelphia, Pa.	f.o.b.	2.60						
Abbotts	Port Allegany, Pa.	271-400	2.21	2.35	2.35	2.28	1.72	1.72	1.71
Scott-Powell	Pottstown, Pa.	41-80	2.32	2.55	2.55	2.61	1.76	1.76	1.75
Supplee-Wills-Jones	Princess Anne, Md.	126-140	2.19	2.37			1.67	1.60	
Abbotts	Providence, Md.	41-80	2.32	2.50		2.50	1.76	1.60	
Supplee-Wills-Jones	Reading, Pa.	f.o.b.		2.88	2.88		1.79	1.79	
Breuninger Dairies	Red Hill, Pa.	41-80	2.35	2.55	2.55	2.57	1.76	1.76	1.75
Sheffield Farms Co.	Richlandtown, Pa.	41-80	2.44	2.55	2.55	2.48	1.76	1.76	1.74
Supplee-Wills-Jones	Rising Sun, Md.	f.o.b.	2.30	2.55	2.55	2.57	1.76	1.76	1.75
Harbisons	Ronks, Pa.	41-80	2.35	2.58	2.58	2.52	1.76	1.76	1.74
Scott-Powell	Rushland, Pa.	25-40	2.45	2.58	2.58	2.52	1.76	1.76	1.74
Abbotts	Snow Hill, Md.	141-200	2.17	2.37		2.35	1.70	1.60	
Harbisons	Spring Creek, Pa.	401-430	2.17	2.30	2.30	2.24	1.72	1.72	1.70
Supplee-Wills-Jones	Sudlersville, Md.	41-80	2.34	2.48		2.48	1.57	1.60	
Wawa Dairies	Townsend, Del.	41-80	2.26	2.46		2.48	1.67	1.60	
Supplee-Wills-Jones	Waynesboro, Pa.	141-200	2.51	2.88		2.88	1.79	1.79	
Clover Dairies	Wilmington, Del.	f.o.b.	2.28	2.46	2.46	2.45	1.73	1.73	
Fraims Dairies	Wilmington, Del.	f.o.b.	2.53	2.71		2.73	1.92	1.85	
Supplee-Wills-Jones	Zieglerville, Pa.	25-40	2.37	2.58	2.58	2.57	1.76	1.76	1.75

\* Class 1A (Cream) Price of \$2.00 applies in Altoona and Huntingdon Markets.





The Parents Group from the Barry School in Philadelphia Visits the Dairy Council in Chartered Buses

## The Public School Comes To the Dairy Council

ALL DAY long, from early morning until late at night, someone from the Dairy Council is going somewhere to put on a program for a group—that is, if the group is not coming to the Dairy Council. For the Dairy Council headquarters in Philadelphia for the past two years has been able to offer the facilities of an auditorium and a demonstration kitchen.

Some groups prefer a change of surroundings from their own club quarters and welcome the Dairy Council's invitation for a demonstration to be given for them in its auditorium rather than in their own neighborhood. Others like to combine a program of coming to the Dairy Council for a food demonstration, followed by a visit to the famous Fels Planetarium next door.

Producers of milk would take a justified pride in the great interest evidenced by city consumers in the subject of milk if they could see the school buses of the Philadelphia school system unloading passengers at the entrance to the Dairy Council office in Philadelphia. Three of these buses, loaded with parents of school children, sufficed upon one occasion to nearly block the traffic.

All kinds of groups have come, upon one occasion or another, to the Dairy Council auditorium for a program. Among these have been the superintendents of day nurseries, the Philadelphia school nurses, industrial nurses association, home and school associations, the girl scout staff, etc.

When the girl scouts arrived, the Dairy Council planned for these adult leaders a demonstration of suggestions for the over-night picnic kit—which, it scarcely need be said, contained milk instead of coffee in the thermos bottle.

On the other hand, the Y W C A secretaries, when their meeting took

place, had an entirely different interest. They were not concerned with hiking equipment, but with the problem of "mid-day meals for the business girl". They deal with young women whose lunches too often consist of a ham sandwich and a cup of coffee, hastily swallowed over a drug store counter. These "Y" secretaries need help from the Dairy Council in winning these young women over to better food habits—which means a less hurried meal, a more varied menu and milk in some form—perhaps a milk shake.

Many different groups are represented in the 2,141 people who last year attended food demonstrations in the Dairy Council auditorium. Each group has its own interests. Yet for all these and more, the industry through the Dairy Council is able to secure attention for its little sermon, "Drink Milk Everyone".

### This Is the Time of Year To Consider Silo Problems

The dairyman who has definitely decided to feed more silage through heavier rations, a longer feeding period, or by increasing his herd should build a permanent silo rather than suffer the greater losses and the inconvenience a temporary silo entails, advises E. R. Gross, professor of agricultural engineering at the New Jersey College of Agriculture, Rutgers University. However, the temporary silo will tide him over if he is doubtful about the type he wishes to choose, or if he is a beginner, Professor Gross points out.

A mimeographed circular on temporary silos may be secured from New Jersey county agricultural agents.

### Surplus Products Sent To Flood Areas

Surplus agricultural commodities shipped to eight flood-stricken States late in January totaled 787,500 dozen eggs, 384,000 cans of evaporated milk, 519,000 pounds of canned beef, and 800,000 pounds of rice. These foodstuffs were distributed to relief agencies in the States by the Federal Surplus Commodities Corporation. This was in addition to supplies on hand from previous shipments of 280,000 cans of milk, 6,042,300 pounds of canned beef, 3,320,100 pounds of prunes, and 2,898,200 pounds of grapefruit.

Commodities made available to the flood-stricken States by the Federal Surplus Commodities Corporation were obtained in connection with Agricultural Adjustment Administration surplus removal programs designed to improve marketing conditions and returns to producers of the various commodities. The canned beef was obtained by the Agricultural Adjustment Administration in connection with the cattle purchase program conducted during the 1934 drought.

### Favor Herd Registry

Herd improvement registry gives the dairyman accurate information about his herd that is valuable and necessary in any program of improvement. The testing for this registry includes production records on every cow in the herd, rather than of only a favored few as with advanced registry testing.

This registry helps the owner locate low producing cows as well as high producers. It points out the persistent milkers and the "short time" producers. It gives a surprisingly accurate appraisal of a sire's value and also spots those cows which transmit high production to their daughters as well as those which may be good producers but do not transmit that trait.

Low testing and high testing cows are spotted. The records kept in this registry also point out the cows which may be irregular breeders and thereby become a source of loss.

Interest in this type of records is increasing in New Jersey, especially among owners of purebred herds who felt that advanced registry testing has been too expensive.

Uncle Ab says not to be afraid of the man who makes threats; he is already scared.

Farmers are urged to get in touch with reliable seed firms and to place orders early for forage and field crop seeds.

## New Milk Orders Issued Adjust Receiving Station Prices Grade "A" Rules Changed

THE PENNSYLVANIA Milk Control Board issued a new order covering the Philadelphia market which became effective on February 15. This order retained the \$2.88 price per hundred pounds of 3.5% milk, f. o. b. Philadelphia, but made several changes in the price at receiving stations through which milk is shipped to Philadelphia.

These prices for Class I milk are based on an average receiving station allowance plus the actual cost of transportation from the receiving station to Philadelphia. The sum of those two figures is deducted from the f. o. b. price. This resulted in a slightly higher price at several stations, but a reduction of one to ten cents at most stations.

The complete price schedule under Order 28, which was previously in effect, and under the new Order 40 is carried on page 7 of this issue of the REVIEW. Producers shipping to each receiving station can determine from that tabulation the change as it effects their particular market.

### Class II Based on Butter

The price of Class II continues to be based on the formula of three and one-half times the average monthly price of 92 score butter at New York, plus 20 percent of this amount and plus 35 cents. This is the price f. o. b. the market. Prices at receiving stations allow dealers the cost of shipping the cream from this milk to Philadelphia, and under Order 40, the price of Class II milk at most receiving stations is reduced 1 cent per hundred pounds.

The price of Class III milk is set at the butterfat content of the milk (the test) multiplied by the price of 92 score butter at New York and plus 20 percent of that amount. This price is in effect at all delivery points, whether f. o. b. or receiving station.

The retail price of milk remains as before, except that Grade "B" milk which tests more than 4 percent butterfat upon delivery to consumers has been advanced to 13 cents a quart, whereas all Grade "B" milk was formerly 12 cents. Likewise, Grade "A" milk which tests more than 4.3 percent butterfat has been advanced to 16 cents a quart, whereas all Grade "A" milk was previously 15 cents. It is improbable that these slight changes in retail prices will have any noticeable effect as there is very little milk

delivered to consumers which would command the extra 1 cent price and it is probable that a dealer who would attempt to charge the extra cent would find consumer opposition. It is believed that this change was made to prevent dealers from delivering an extra rich milk at regular prices and thus causing dissatisfaction among consumers with the standard quality of products at regular prices.

There have been a few minor changes in the wholesale milk prices, but it is not probable that these will have any noticeable effect on the market.

### The New "A" Order

THROUGH General Order 39, effective on February 15, certain changes were made in Grade "A" regulations on the Philadelphia market. The bonus for low bacteria counts will continue as before at 40 cents per hundred pounds for counts of 10,000 or less per c.c. A bonus of 25 cents per hundred pounds will be paid a producer whose count for the month is over 10,000 but less than 25,000. The requirements for this group are somewhat stricter than formerly when the upper limit was 50,000 bacteria per c.c.

The butterfat bonus to "A" producers will continue as it was before with four cents a point differential up or down from 3.5% butterfat with an extra two cents, making a six-cent total differential, for each one-tenth point above 3.7% butterfat.

This order continues the previous regulation that the producer will not get the extra butterfat bonus in any month in which he does not earn the bacteria bonus, and he will not get the bacteria bonus if he does not earn the butterfat bonus.

This order also provides that after a producer fails to earn the bacteria bonus for two consecutive months, the dealer buying his milk shall not receive it at a Grade "A" weigh tank unless the producer is making a determined effort to correct the cause of the high bacteria count by (1) engaging a graduate veterinarian, (2) soliciting the aid of a cooperative association fieldman, or (3) soliciting the aid of a qualified fieldman or bacteriologist employed by the dealer buying his milk. Should a producer fail to qualify for

the bacteria bonus for four months, his milk shall not be received at a Grade "A" weigh tank for the following six months.

These requirements have made the Grade "A" regulations slightly more strict than formerly. The regulations concerning producers who fail to earn their bonus are more simple than the former rules. Experience alone will be necessary to determine whether the new regulations will be more satisfactory to producers and also assure the highest quality of milk.

### Dairy Council In Altoona Schools

Several members of the Dairy Council staff spent the week of February 13 in and around Altoona, meeting with 5,748 high school students. These students were met once, and in most cases, twice during that week. This large total attendance was made possible in the short time available through efficient scheduling by Robert E. Laramy, superintendent of the Altoona schools, whose welcome to the Dairy Council was such that he arranged for Happy Goldsmith to speak successively before each of the high school assemblies, followed the next day by Wesley Holmes showing Dairy Council motion pictures. During the same period Mr. Cohee addressed various adult groups, including 421 milk producers in nearby meetings.

### Dairymen Would Benefit By Improving Pastures

Permanent pastures represent a great undeveloped agricultural resource in New Jersey today, says Dr. Howard B. Sprague, agronomist at the State Agricultural Experiment Station, Rutgers University. In no other crop, he points out, is it likely that the increased value of the feed produced by improved treatment will be two to three times as great as the cost of the treatment.

"Pastures provide feed at much lower cost than harvested crops or purchased feed," Dr. Sprague says. "Well developed pasture management systems should largely eliminate barn feeding of the milk herd during the grazing season of five to seven months."

"A complete intensive pasture management system may be applied to the entire pasture area where there is sufficient livestock to use the herbage produced. On other farms, it may prove desirable to apply the system only to those portions of the pasture fields which have soil types capable of responding to treatment."



## Secondary Markets

### ALTOONA

The marketing committee of the Altoona secondary market met at the Hollidaysburg Court House on February 17. Members of the committee are: Earl Nearhoof, Tyrone; Englebert Farabaugh, Loretto; Scott Dibert, Bedford; C. E. Koontz, Bedford; C. M. Crumb, Aitch; Garfield Bagshaw, Hollidaysburg; J. A. Price, Mt. Union; George Irwin, Pennsylvania Furnace; Taylor Dively, Claysburg; Norman Black, Alexandria; Leroy Buterbaugh, Tyrone; Preston Smith, Martinsburg; Clarence Detwiler, Woodbury; W. M. Wallace, Tyrone; Morris Kephart, Huntingdon; Earl Daughenbaugh, Williamsburg; J. Harry Stewart, Petersburg, Pa.

At that meeting the committee elected an executive committee with Norman Black representing Huntingdon County; Clarence Detwiler representing Bedford County; Englebert Farabaugh representing Cambria County; and W. M. Wallace and Preston Smith representing Blair County. These members were elected by the committeemen from their respective counties.

Directors of the Inter-State from that territory were elected as ex-officio members of the executive committee.

The marketing committee then elected J. J. Camp as general manager of the Altoona secondary market.

The executive committee chose Mr. Farabaugh as chairman and Mr. Black as secretary-treasurer. The matter of calling meetings of the executive committee and other committees in the area was placed in the hands of the general manager and executive committee by vote of the group.

A meeting was called of the executive committee and the delegates of the Cooperative to plan recommendations to be presented to the Control Board at its hearing at State College on February 25.

### SOUTH JERSEY

Headquarters for the South Jersey Secondary Milk Marketing Cooperative have been set up temporarily in the County Agent's office, Gloucester County Building, Woodbury, N. J. The Executive committee of this group met early in February and appointed Herbert T. Borden of Mickleton, manager of this secondary milk marketing cooperative.

Mr. Borden, who was vice-president of the advisory committee and also a member of the executive committee, resigned those positions. C. Harold Joyce of Medford, was elected vice-president to succeed him, while J. Willard Gardiner of Mullica Hill, was put on the executive committee as the Gloucester county representative. Harold Rexon of Stratford, was added to the executive committee to represent Camden county.

The manager reports that an active sign-up program has been started and pleasing progress has been made with three groups of producers with a favorable reaction obtained from several other groups.

A renewed interest in the re-organized Cooperative has been much in evidence among South Jersey producers, especially since this secondary marketing group has become effective.

### LANCASTER

A meeting was held at Lancaster on February 24 to consider the advisability of establishing a secondary marketing program for the Lancaster market in conjunction with the Inter-State Milk Producers' Cooperative. This meeting had the sanction of the newly organized Lancaster Cooperative Council, and after a thorough discussion, it was recommended that the plan be carried to producers themselves for their consideration and approval.

The committee appointed to do this consists of Walter Binkley, Landis Becker, Norman Forney, all of Lititz; John S. Shenk and Levi S. Zook of Lancaster; J. R. Houser, Lampeter; and H. R. Metzler, Paradise.

### TRENTON

Meetings are held at 10:00 a. m. the last Wednesday of each month by the Trenton Inter-State Milk Marketing Committee to discuss any and all problems effecting that market. Producers are urged to attend the meetings whenever they have any subject which they feel should be brought to the Committee's attention. The information regarding the place for each meeting can be obtained by getting in touch with any member of that committee a few days in advance of the meeting.

At the last meeting norm adjustments were made for several producers and it was felt that a discussion of these individual problems

effecting norms resulted in a better understanding. A widespread good feeling toward the committee's work among producers in the market is becoming evident.

Steady progress is being made in extending the work of this Trenton group. Additional producers are being signed up regularly.

### WILMINGTON

Continued progress is being made in the Wilmington market. Experience there has shown that constant effort is necessary to develop the proper understanding of the aims of the Cooperative. It has been demonstrated that some dealers who originally opposed the work of the Cooperative can see, when properly explained, that the efforts of the Cooperative towards developing a sound and stable marketing program will simplify their problems also. This educational work among dealers has resulted in definite co-operation from additional dealers in recent weeks.

### "The Jersey"

R. M. Gow's new book, "The Jersey", published by The American Jersey Cattle Club, New York, N. Y. includes many surprising and interesting facts covering the development of this popular breed of cows. Mr. Gow has been associated with the national organization of owners of purebred Jerseys for fifty-four years and has visited the farms of Jersey breeders in many parts of the world.

Teacher (having size in mind): "What's the difference between an elephant and a flea?"

Tommy: "Well, for one thing, an elephant can have fleas, but a flea can't have elephants."

### Report of the Field and Test Department, Inter-State Milk Producers' Cooperative

The following statistics show the operations of all the Inter-State Milk Producers' Cooperative field representatives in connection with testing, weighing and general membership work for the month of January, 1937:

	NO.
Butterfat Tests.....	4029
Plants Investigated (first half Jan.)	28
(second half Jan.)	22
Calls on Members.....	564
Quality Improvement Calls.....	47
Herd Samples Tested.....	182
Brom-Thymol Tests.....	174
Membership Solicitation Calls.....	485
New Members Signed.....	187
Educational Meetings.....	11
Attendance.....	636
Local Meetings.....	12
Attendance.....	541

## Control Bills Move Slowly

AS WE GO to press on March 1 there has been no very definite move on milk control legislation in Inter-State territory. Bills are in process of preparation in both Pennsylvania and Delaware and the same applies to Federal legislation.

A bill is now before the New Jersey legislature to continue the present legislation for another two years. Some minor amendments to the act have been proposed and, of more importance, one proposed amendment would permit destruction of certain control board records which, if carried out, might cast reflections on all concerned.

A place has been reserved on the Delaware legislative calendar for an act "Concerning the production and distribution of milk, creating a Milk Control Board and defining its powers and duties." The complete bill, which is being introduced into the House of Representatives, provides power to go into a market with regulations, or if the orders or regulations are not needed any longer or should fail to work satisfactorily, they can be withdrawn entirely.

Various reports are current as to Pennsylvania milk control legislation to replace the present act which expires April 30. It is probable, as a result, that several bills will be introduced, but up to this writing none has appeared. Governor George H. Earle, in his budget message on February 23, called for the continuation of the milk control board and for an increase of \$50,000 in its appropriation.

There have been reports favoring continuation of the present act as an emergency measure for another two years, perhaps with amendments. Another report has indicated a desire in some directions of combining the milk control board and the milk sanitation division of the state department of health, presumably on a permanent basis. Still other proposals would make the board permanent but with powers granted it extending from complete and compulsory control down to just arbitration and auditing services.

When a bill, or bills, is finally introduced an effort will be made to discuss the details impartially in the REVIEW, keeping in mind the immediate need and effect of such regulation as well as the probable results over a long period of time.

In addition to state milk control legislation dairy leaders at Washington are seriously studying possibilities of a Federal act which would permit control of milk entering interstate commerce. These leaders are reported in favor of legislation

which would definitely permit the Federal government to work with state control agencies and which would avoid the difficulties faced under the marketing agreement provisions of the present Agricultural Adjustment Act.

Critic: "The picture of the horse is good, but where's the wagon?"

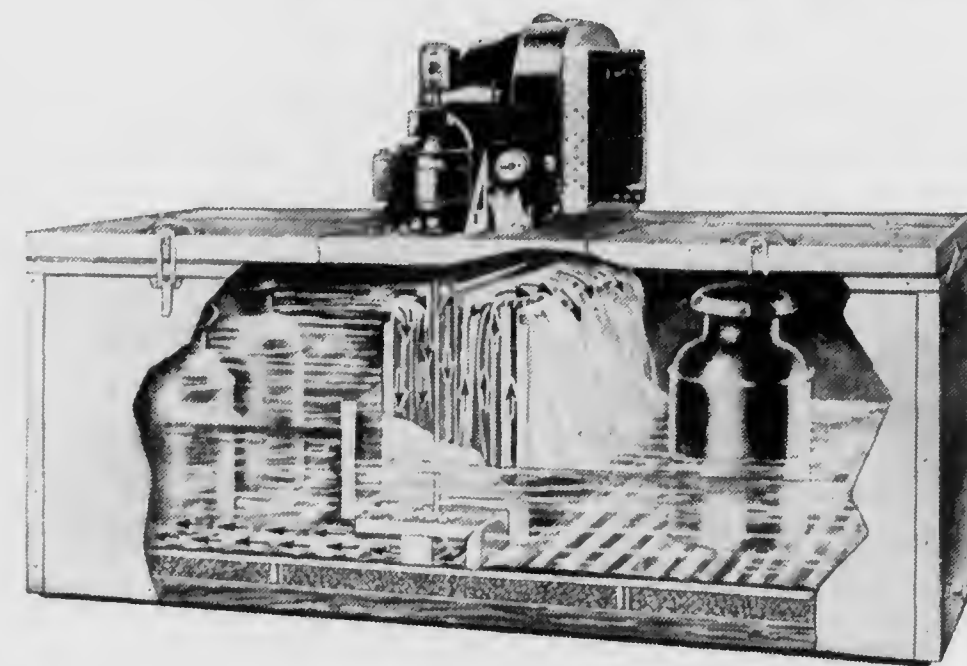
Artist: "Oh, the horse will draw that."

A bacteriologist says a germ can live a year on a dollar bill. No doubt, a germ is a conservative and economical little fellow. He doesn't wear clothes, smoke cigars, bet on horse races, play bridge, buy motor cars, join the Elks, play golf or try to keep up with the Joneses.

Conductor (stumbling over an obstacle in the aisle): "Madam, you must remove your valise from the aisle."

Colored Lady: "Fo' de Lawd sake, Mistah Conductah, dat ain't no valise, dat's mah foot."

## End Your Milk Cooling Troubles with ZERO-FLOW'S Constant Water Level!



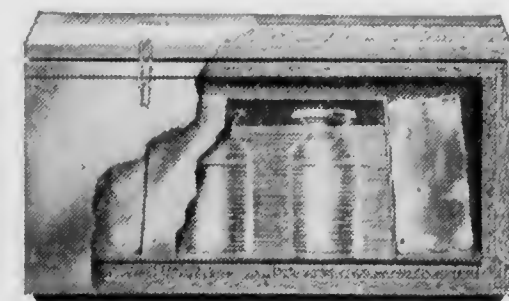
YOUR milk cooling troubles are ended when the new Wilson ZERO-FLOW goes to work for you. Because ZERO-FLOW gives you what you've never had before—constant water level for both evening's and morning's milk, regardless of number of cans. ZERO-FLOW's rapid, thorough cooling fully protects your milk's flavor; assures you that no high bacteria count will reduce the amount of your milk check from the dairy. The directed flow of icy-cold water

continually encircles cans up to their necks, cooling milk to below 50° in an hour.

You can meet today's milk temperature requirements easier and cheaper with ZERO-FLOW doing your cooling. Its centrally located Verti-Coil (cooling coil) and automatic operating circulator make rapid cooling possible with less running time on compressor, saving you money. Ask your dealer, or write us.

### Save Money With Wilson "DRY STORAGE"

If you use ice, Wilson "DRY STORAGE" is the money-saving milk cooler. With cans of milk in ice water—cakes of ice in dry storage, this economical cabinet cools milk quickly and thoroughly. One icing (400 lbs.) lasts 5-7 days, eliminating frequent ice delivery expense. Sloping sides and sloping grids fully utilize cooling surface of ice cakes. Dry Storage meets all



Board of Health sanitation and milk temperature requirements.

DEALERS:  
Write for details  
on Wilson Milk  
Cooling line.

**Wilson Cabinet Corporation**  
116 MAIN ST. SMYRNA, DEL.



**SAVE  
3 TONS HAY  
AND  
1 TON MILL FEED  
by using  
1 TON Granular  
'Aero'  
Cyanamid**

ONE TON of 'Aero' Cyanamid used on 7 acres of good grassland will produce TWO WEEKS EARLIER grazing for 20 cows

Write FOR LEAFLET F-147

### AMERICAN CYANAMID COMPANY

Producers of Granular Fertilizers  
'Aero' Cyanamid—'Ammono-Phos'—32% 'Aero' Super Phosphate  
Harrisburg, Pa. New York, N. Y.  
\* Reg. U. S. Pat. Off. and Principals Foreign Countries.

## Soil Conservation Plans Announced

Details of the 1937 Agricultural Conservation Program as it applies to Pennsylvania were announced recently. The Pennsylvania program offers two types of payment. One for the adoption of soil-building practices and the other, which applies to a limited area, to diversion from soil-depleting crops to soil-building practices.

In general, the soil-building practices for which payments may be earned aim at (1) improving or establishing pasture land, (2) increasing acreage of legume hay and productivity of all hay lands, (3) reforesting hillsides that are eroding and are too poor to continue to farm, (4) improving farm woodlands, (5) improving soil-conserving crops in orchards and vineyards.

Farmers in all counties of the state will be eligible for these payments. Those payments, which may be earned by the soil-building prac-

tices, will represent part of the cash cost of putting such practices into effect. There is a limit to the total payments allowed any one farm.

Payments may also be made in Lancaster, Chester, Berks, Lebanon, York, Adams, Cumberland, Delaware, and Franklin counties for shifting from soil-depleting crops to soil-building crops. These payments may be earned by shifting 15 percent of the farm's acreage out of soil-depleting crops to soil-conserving crops. Payments will be made on the acre basis.

Details of the plan may be obtained from the Harrisburg office of the Agricultural Adjustment Administration, and all REVIEW readers who are interested are urged to write directly to that office or get in touch with local committeemen on this project.

Men rust out rather than wear out.

## Making Way for Progress

In one respect, at least, buildings and organizations are similar. A building that is carefully planned so as to meet the long time needs for which it is intended and which is soundly and solidly built will continue in use for a century or longer. A building that is not properly planned or built must be abandoned after a few years. So it is with organizations also.

An example of a building which no longer fits its intended purpose is that of the old Baldwin Locomotive Works on North Broad Street, Philadelphia. We can look out of our Inter-State office windows upon the work of demolishing this structure built in 1901. This building stands in the way of progress and its roof and walls are being torn down, making the site upon which it is built available for other purposes, yet to be determined. The old discarded building was a liability.

Other buildings can be found in Philadelphia and throughout the East which have served their purpose a century or longer. Typical of these is the Great Valley Mill near Valley Forge, in active operation since 1710, and the many substantial stone homes so frequently found in Southeastern Pennsylvania. These buildings were built right and with a little modernization now serve every purpose which a recently constructed building could serve.

Our farm organizations are very similar. Some farmers' clubs have a continuous existence of 50 or 75 years, or even longer. The National Grange is well past its sixtieth birthday and is as alive and virile as ever. Other organizations have come on the scene but they were not planned to fit any long time purpose. Nor were they solidly built. As a result, they have passed on and their very existence has been forgotten.

In building our cooperatives we must plan carefully so that the organization set up can function for a long time. They must be built solidly so that when the time comes for a modernization program, the necessary changes can be made by means of small changes in policy or corporate set-up without any need for demolishing the entire organization. Our cooperative laws enacted the last ten or fifteen years are helping greatly in accomplishing such sound building among our cooperatives.

"How old is the little boy?" the railroad conductor asked.

"He's just four," replied the mother.

"And mother is just forty," piped up the boy, so that all the people in the car heard him.

## Watch These Bills

Among bills introduced in the Pennsylvania Legislature which are of interest to milk producers, are some which might re-act against their best interests and some which would be of benefit.

Bill H-419 defines restaurants and limits their activities in such a way that soda fountains and similar food dispensing places would have to discontinue the sale of food for consumption on the premises. Restaurants would be defined as places where meals and food are prepared and sold for consumption on the premises and were "nothing is sold except milk, food, drink, and tobaccos." Another provision exempts hotels and dining cars from this definition.

Should this bill be enacted into law, it would close one of the best retail outlets for milk and ice cream, namely, the soda fountain. Soda fountains do a large share of their business in ice cream, milk shakes, malted milks, and other foods based on milk, as well as in fluid whole milk.

Bill H-217 provides that any truck operated as a common carrier for a greater distance than 80 miles in a 24 hour-period must be manned by two licensed operators. Enactment of this bill might result in an increase in the cost of hauling milk, livestock, and other farm products, and it is to be expected that any such increase would be borne by the farmer.

Another bill effecting motor trucks is H-416 which would cut the registration cost of farm-owned trucks used for farm work only to one-half of the regular rate for trucks of the same classification.

House Bill 488, introduced by Marshall L. Shepard of Philadelphia, would provide a fund of \$1,500,000 to be used during the next two years for the purpose of buying for and supplying to school children at least one pint of milk daily, provided those children are not already receiving one quart of milk daily, and the teacher or school official asserts that the parents or guardians cannot afford to supply one quart daily to the children.

House Bill 100 would license all retail dealers in oleomargarine and would tax oleomargarine five cents a pound or fraction thereof. The tax would be paid by means of revenue stamps affixed to each package.

A bill has been introduced into the New Jersey Legislature which would require that all milk and cream be capped so as to show the state in which that milk or cream was produced. It is feared that this bill is better in theory than it would work out in practice.

## An Ideal Substitute for **WHOLE MILK** at only a Fraction of the Cost!

CUT your calf feeding bill . . . save labor . . . get sleek, rugged, healthy calves! These are a few of the advantages you get from the Beacon Calf Feeding Plan.

Beacon Calf Pellets are the nearest approach to whole milk. Yet they cost only a few cents a day. Calves relish them and they are easily digested. No work to prepare. No gruel to mix. Feed them right from the bag. Beacon Calf Pellets are a safeguard against scours. They are a perfect feed for producing Better Calves.

Keep Beacon Calf Grain Ration before your calves at all times, starting when calves are about 5 days old. This should be done whether you feed milk, our pellets or some other milk substitute.

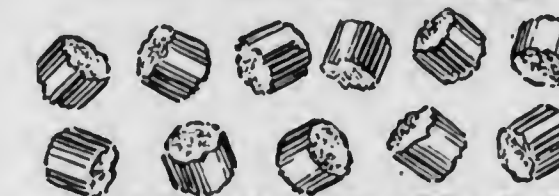


# FREE

Send for a free copy of our New Dairy Booklet, "Profitable Dairy Management"—it tells all about the Beacon Calf Feeding Plan, and gives valuable up-to-date information on herd management and feeding.

THE  
BEACON MILLING CO., Inc.  
Cayuga, N. Y.

Calves go for Beacon Calf Pellets in a big way.



# BEACON Calf Pellets

## Many Farms In State Depend Upon Dairying

Pennsylvania agriculture is largely dependent upon the profitable operations of its dairy farms, for approximately 80 percent of the 170,000 farms in the state are classified as depending upon dairying as a major source of cash income, according to E. B. Fitts, head of dairy husbandry extension at the Pennsylvania State College.

Nearly half of the gross cash income on these farms is from the sale of dairy products, milking cows, breeding animals, veal calves, and culls sold for beef.

Sound economic dairy practices, such as weeding out low-producing cows, economical feeding, constructive breeding, and good methods in handling milk, are important to Pennsylvania dairy farmers.

## Commercial Exchange

Classified advertisements will be carried in the Inter-State Milk Producers' Review at the rate of 5 cents a word. \$1.00 minimum per insertion. Each initial and abbreviation counts as one word. Cash with order.

### MILK STIRRER

Amazingly simple-efficient-inexpensive milk stirrer, cooler and aerator for dairy farmers located anywhere. Valuable catalogue free. Two weeks trial. Write Coburn Co., B-122, Whitewater, Wis.

### HORSEMANSHIP

"HOW TO BREAK AND TRAIN HORSES"—A book every farmer and horseman should have. It is free; no obligation. Simply address Beery School of Horsemanship, Dept. 1033, Pleasant Hill, Ohio.

Ruts are made by people who stick to the beaten path.

Initiative is imagination put into action, dreams put to work.



**NEW HINMAN MILKER**  
*Easier on the Cows*

Send for FREE BOOKLET of Hinman 10 Star Milker. Low vacuum, soothing to cows. Milks cleaner. New improved power unit. Over 100,000 Hinmans sold. 29 years of service. Buy now. Save money. E.S.C.O. 721312.

Hinman Milking Machine Co., Inc.  
Box No. 16 Oneida, N. Y.

**Dr. Naylor's**  
**MEDICATED**  
**TEAT DILATORS**

The only soft surface dilators. Fit large or small teats, do not overstretch or tear. Dr. Naylor dilators are sterilized, medicated, saturated with healing ointment. They carry the medication INTO test canal, keep test OPEN while tissues heal. Safe and dependable for Spider, Scab Teats, Cut & Bruised Teats, Obstructions. Easy to insert. Stay in the test. Accept only genuine Dr. Naylor dilators.

LARGE PKG. (48 Dilators).....\$1.00  
TRIAL PKG. (18 Dilators)......50

Ask your dealer or write for folder of other Dr. Naylor Dependable Veterinary Products.

**H. W. NAYLOR CO., MORRIS, N. Y.**

**HOGS ON ONE SIDE**  
**CORN ON OTHER**

The harmless sting from the One-Wire Electric Fence effectively confines hogs, horses and cows. Cuts costs 80 per cent. Proved safe and dependable. Pioneer manufacturers. In use the country over. See how it works. 30 day trial offer. Valuable booklet sent free. One-Wire Fence Co., B-122, Whitewater, Wisconsin. Distributors invited.

## Our Sole Business Is To PRINT

We have the types, paper stock and experience—necessary to do a first-rate job economically.

**Let's Get Together**  
WE CAN HELP YOU

Write, Phone or Call  
**HORACE F. TEMPLE**  
INCORPORATED  
WEST CHESTER, PA.

### Members' Exchange

The REVIEW is your paper. You may use its columns without cost to tell other Inter-State members what you have for sale. This offer is not open to dealers or agents even though they may be members but is designed to help members dispose of their own products.

A four-line limit (about 30 words) in this type size is permitted each member in any one issue this space to include member's name and address. Notice must reach our office by the 27th of the month preceding date of issue.

For Sale—Grade and purebred Guernsey cows and heifers. Accredited herd on T. B. and Bang's tests. John H. Yoder, Elverson, Pa.

What we see depends mainly on what we look for.

## Our Dairy Markets

THE TREND toward higher milk production which was so pronounced during the fall and early winter seems to have subsided. Although production seems to be a little higher than at the same time last year, there has been no pronounced surplus in this area for several weeks.

Many markets have reported a decrease in production as compared to a year ago. This also prevails in the manufacturing sections.

The fluid milk market report issued on February 12 shows eight markets over the country granting increases in producer prices and none showing a decrease. Newport, R. I., prices were advanced 40 cents and El Paso, Texas, prices are 25 cents higher, with retail prices advanced one cent in each case. The other changes were all for smaller amounts.

Feelers have been put out in some nearby markets, especially in New Jersey, to determine sentiment concerning a price reduction. No definite steps in that direction have come to our attention as yet.

### Some Improvement

The manufactured dairy products situation showed some improvement during February. Butter prices have shown a slight increase, recovering from a low of 33 cents for 92-score butter at New York to a high of 35 cents and 34 cents at the end of February. The month's average was 34.27 cents as compared to 34.17 cents in January and 36.87 cents in February, 1936.

With more than 42 million pounds of butter in storage on February 1, as compared to about 21 million a year earlier the situation looked serious. Butter production dropped below last year's level, however, and consumption seemed to pick up a little so that the amounts removed from storage during the month appear to have been larger than in February of 1936. Imports of butter have been rather light but should there be any further widening of the difference between foreign and domestic prices imports could be expected to increase sharply. The purchase of a small amount of butter early in February by the A A A served to advance the price and hold the advantage thus gained.

### More Cheese In Storage

The amount of American cheese in storage on February 1 was 87 million pounds as compared to 78 million a year earlier and a 5-year average for the same date of 64 million pounds.

More cream is coming into the Philadelphia market than a year ago, according to the report of

receipts issued by the Bureau of Agricultural Economics. This is a reversal of a trend noticed during much of the past year. It is also observed from those reports that increasing proportions of that cream originate in the states which share the Philadelphia milk shed with less of it coming from the mid-west. Weekly averages of cream prices showed about \$16.00 to \$16.50 per 40-quart can of 40 percent cream from sources approved by the Pennsylvania Department of Health. Cream from unapproved sources averaged about \$14.75 per can.

There has been a drop in the wholesale price of evaporated milk during the past few weeks. This may possibly stimulate sales to consumers if that price is passed on by the retailers. A slight shift from butter manufacture to evaporated milk has been reported from Wisconsin.

### More Milk Consumed

The Milk Industry Foundation reports that the average daily sales of fluid milk was 2.52% higher in January than it was in December, according to reports from 133 leading markets of the country. It must be remembered in this connection that December is normally a month of low milk consumption and, therefore, an increase is normally expected in January.

The Government report for January 1 shows a further decline in the number of cows and heifers 2 years old and over, kept for milk. The high point was reached in 1934 when the number was 26,931,000. A year later it was 26,069,000 and a year ago it was 25,439,000 while this year the number had declined to 24,041,000. Reports indicate a relatively small number of heifers being grown which indicates a further reduction of cow numbers in 1938, and possibly in 1939 also. Our cow population is still well above the 23,032,000 reported on January 1, 1930.

FEBRUARY, 1937, BUTTER PRICES			
Date	92-Score Philadelphia	Solid Pack New York	Chicago
1	33 1/2	33	32 1/2
2	34	33 1/2	32 1/2
3	35	34 1/4	33 1/2
4	35	34 1/2	33 1/2
5	35 1/2	35	33 1/2
6	35 1/2	34 1/4	33 1/2
7	34 1/2	34 1/4	33 1/2
8	34 1/2	34 1/4	33 1/2
9	34 1/2	34 1/4	33 1/2
10	34 1/2	34 1/4	33 1/2
11	34 1/2	34 1/4	33 1/2
12	34 1/2	34 1/4	33 1/2
13	34 1/2	34 1/4	33 1/2
14	34 1/2	34 1/4	33 1/2
15	34 1/2	34 1/4	33 1/2
16	35	34 1/2	33 1/2
17	35	34 1/2	33 1/2
18	35 1/4	34 1/2	33 1/2
19	35	34 1/2	33 1/2
20	34 1/2	34 1/2	33 1/2
21	34 1/2	34 1/2	33 1/2
22	34 1/2	34 1/2	33 1/2
23	34 1/2	34 1/2	33 1/2
24	34 1/2	34 1/2	33 1/2
25	34 1/2	34	33 1/2
26	34 1/2	34	33 1/2
27	34 1/2	34	33 1/2
Average	34.76	34.27	33.35
Jan., '37	34.67	34.17	33.05
Feb., '36	37.83	36.87	35.63

### Radical Views Confusing

The tendency of many consumer cooperative leaders in this country and in Europe to paint the whole cooperative movement as one of a radical or an utopian character has sown a fine crop of dragon's teeth, according to Robin Hood, secretary of the National Cooperative Council.

"The consequence," he said, "has been widespread misunderstanding of the principles and purposes of agricultural cooperatives; embarrassment to many of them in their commercial relationships; confusion in the minds of Congressmen; and controversy within the ranks of agriculture."

"We have endeavored to indicate and preserve certain clear lines which distinguish farmers' cooperative selling and supply-buying organizations from consumer cooperatives, in order that the difference may be so apparent that the general public will not attribute the utterances of consumer cooperators to bona fide farm cooperators. We also have sought to cause consumer cooperators to cease certain lines of unwise and objectionable propaganda. All this has been and is being done in the most friendly spirit possible, because obviously any group of people who believe they can purchase consumer goods more advantageously through cooperatives than through proprietary enterprises should be accorded their rightful opportunity to make the effort."

### Applying the Golden Rule

The motive in true cooperation is without a doubt a practical application of the golden rule. It is opposed to the selfish attitude in life—the attitude of get all you can of gain, of tribute, or of power regardless of effects on others. In the drive for business and expansion, competitive and profit systems tend to disregard the general webbing of mankind. The attitude tends to be a trampling upon whomever and whatever will hinder self advancement.

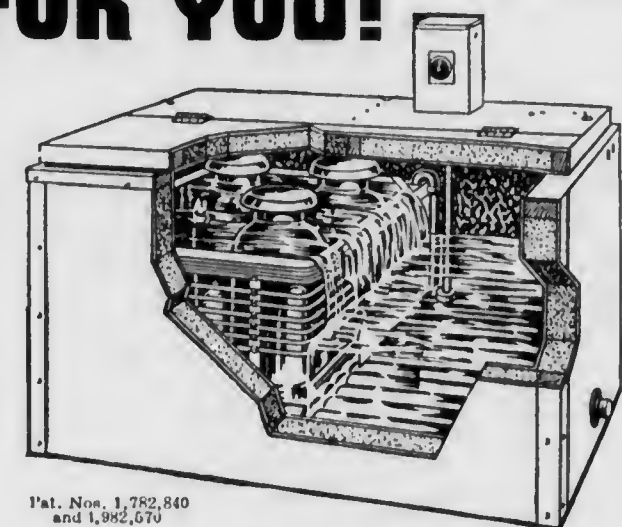
On the other hand the purpose of cooperation is one of mutual helpfulness—the Good Shepherd attitude involving concern for general welfare of the larger groups. Cooperation among producers or consumers—the common people, aims to solve their problems with consideration for the welfare of all. Cooperation tries to enact the spirit of Lincoln when he said "malice toward none, charity for all." As charity worketh no ill to his neighbor so cooperation would not harm any but it does aim to foster the common good of the greatest number.

## NO OTHER MILK COOLER can do all this FOR YOU!

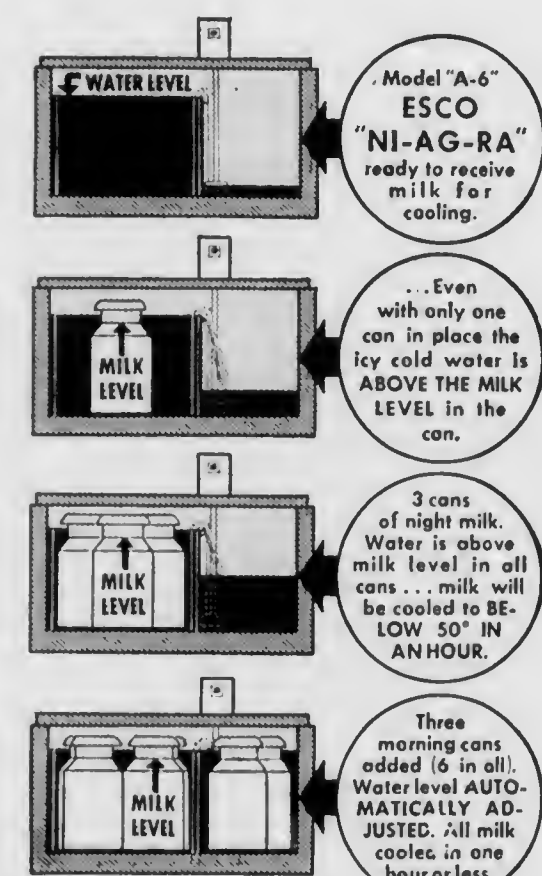
In the ESCO "NI-AG-RA" You Get:

- Faster Cooling
- Constant Neck-High Water Level
- Positive Water Agitation and Complete Circulation
- Lowest Operating Cost

All these features mean lower bacteria count... higher quality milk... better profits... a guaranteed market for you.



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### LOOK AT THESE PICTURES

See how the New ESCO "NI-AG-RA" keeps a constant level of icy cold water around the neck of every can... whether one can, half or full capacity is in place. This constant level is maintained automatically... no valves to turn... no dummy cans needed. Works just like a waterfall. You also get in the New ESCO "NI-AG-RA" complete circulation and positive controlled agitation of the entire cold water bath. Cools all the milk in every can to 50° or lower in one hour or less... and then shuts itself off automatically. You can also have storage capacity for both milkings.

NO OTHER MILK COOLER HAS ALL THESE EXCLUSIVE FEATURES. That is why you owe it to yourself to SEE THE NEW ESCO "NI-AG-RA" before you buy your milk cooler.

**CLIP COUPON TODAY** POSTAL  
Get new ESCO Booklet... Tells why the New ESCO "NI-AG-RA" will cool your milk with less work... and at LESS COST.

New ESCO "NI-AG-RA" Milk Coolers range from 2 to 21 can capacity



ESCO CABINET COMPANY  
589 E. Biddle St., West Chester, Pa.  
Gentlemen:  
I am shipping..... cans of milk a day. Please send me complete information on the new ESCO "NI-AG-RA" Milk Cooler.  
Name.....  
Address.....  
P. O..... State.....

### Prices Paid Producers On Other Markets

Class 1 price 3.5% milk for January, weighted average price for December (D) or January (J). All prices f. o. b. city markets except as indicated.

Market	Class 1 Price	Retail Price	Weighted Average Price
Philadelphia	\$2.88	12	?
Pittsburgh	3.05	13	\$2.355 D
New York City	*2.90	13	*1.94 D
Hartford	3.346	14	2.90 D
Providence	3.66	14	3.208 J
Springfield	3.16	13	2.848 J
Boston	2.36	12	†1.694 D
Washington	3.25	14	2.894 D
Richmond	3.67	14	2.99 D
Cleveland	2.50	11-12	2.205 D
Akron	2.35	12	2.29 J
Detroit	2.48	12	2.08 D
Milwaukee	2.71	12	2.21 J
St. Paul	2.20	11	2.01 D
Sioux City	2.40	?	1.97 J
St. Louis	2.45	11-13	2.16 D

\* Price applies in 201-210 mile zone.

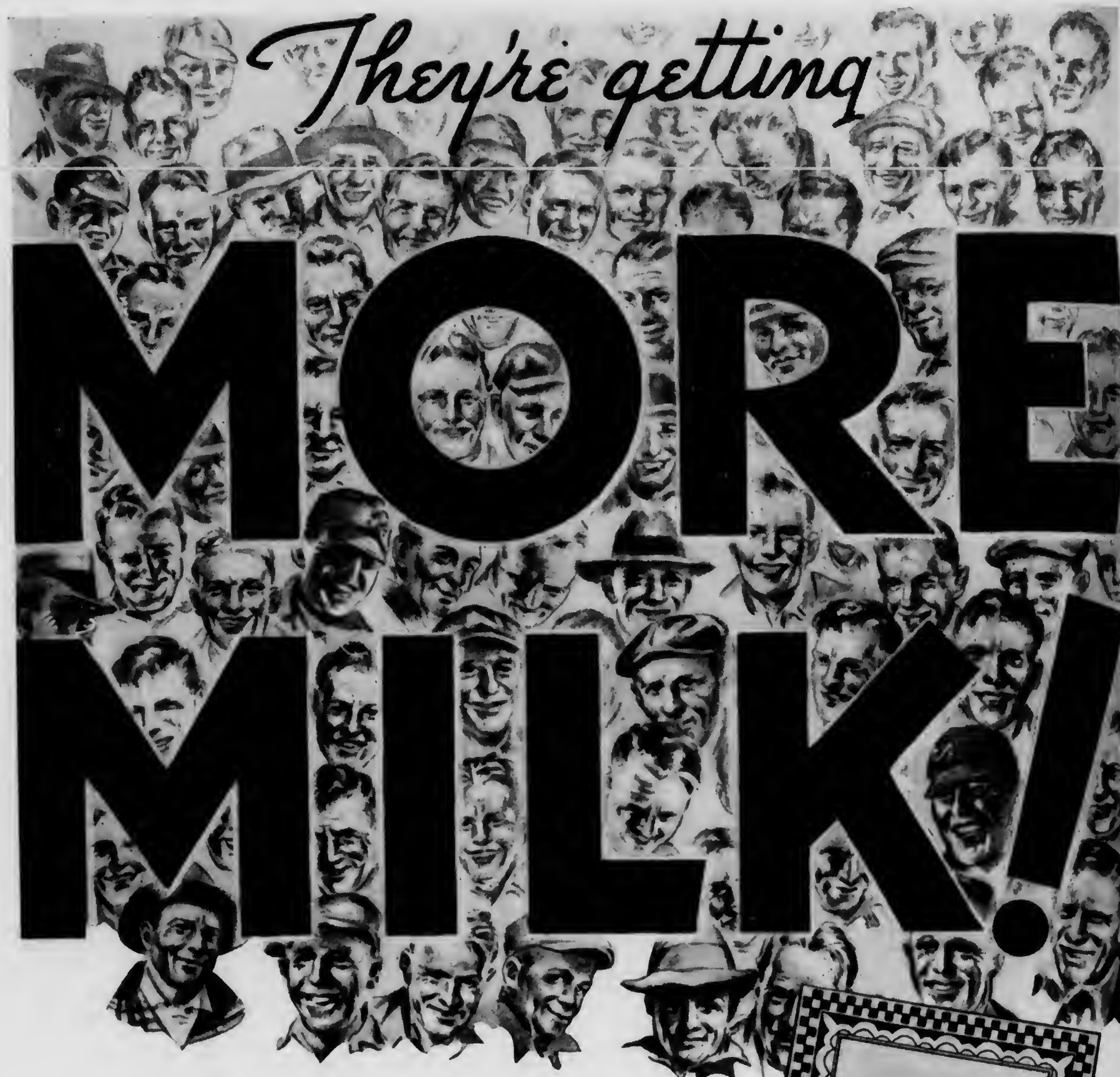
† Price applies in 191-200 mile zone.

Within the grasp of the common people through cooperation lies the possibility of combating the tendency to mob spirit action and maintaining instead the liberty loving spirit and institutions dear to hearts of all Americans. As America is founded on the representative idea of equality among men so cooperation aims to maintain the right of the individual to such pursuits as will secure for him life, liberty and happiness. Cooperation is therefore the remedy for communism or any similar scheme.—H. K. Martin in Lancaster Intelligencer-Journal.

The world is blessed most by men who do things, and not by those who merely talk about them.

Cold cash is often the means of expressing warm sympathy.





**D**AIRYMEN EVERYWHERE are making Cow Chows their first choice in dairy feed! They're getting more milk. They're making more money. Purina's ironclad More Milk Insurance assures them in the very beginning they can feed Purina Cow Chows—the best that man and science know how to put together—at no extra cost. More Milk Insurance protects dairymen against the uncertainty of so-called "just as good feeds."

No matter where you live; no matter what you are now feeding; no matter what your milk market or prices are . . . you can now feed Cow Chows, the best in dairy feeds without worrying about extra cost. Purina assures you more milk . . . Purina insures you against extra cost. Do as other dairymen are doing. See your Purina dealer, make application for More Milk Insurance and feed Cow Chows!



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Ithaca, N. Y.

# INTER-STATE Milk Producers' Review

ISSUED MONTHLY IN THE INTEREST OF THE DAIRY FARMER BY THE INTER-STATE MILK PRODUCERS' COOPERATIVE, Inc.

Vol. XVII

West Chester, Pa., and Philadelphia, Pa., April, 1937

No. 12



## Springtime In Dairyland

This little miss is growing up a lover of animals and a friend of nature,  
privileges enjoyed by all farm children



# No Time Now for Price Cut

## Cooperative Registers Protest at Hearing

THE MILK Control Board hearing held in Philadelphia on March 4 brought out clearly that there is no justification for reducing producer prices at the present time. Your cooperative took an active part in this hearing, with General Manager A. H. Lauterbach being the first person called upon to testify.

The opening of his brief stated clearly the position of your organization in the following words: "It is feared that certain interests in the milk marketing area comprising the Philadelphia Milk Shed are at work to reduce the producer price of Class one milk. Grapevine reports, newspaper articles and the announcement issued by the Pennsylvania Milk Control Board, dated February 11, 1937, stating 'The Milk Control Board will hold public hearings to consider prices to producers,' have caused worryment on the part of the management of the Inter-State Milk Producers' Cooperative that a general price reduction is contemplated for the near future. We strenuously protest any Class I price reduction whatever."

It was brought out that this organization asked the Control Board for a price increase on May 27, feeling that there would be ample time to obtain the needed increase as soon as the flush season was over. It was pointed out that this increase was not obtained until October 12, during which time prices advanced sharply and conditions were becoming desperate.

### Feed Prices Jump

It was also pointed out in this brief that prices of various feeds have increased from 27.4 percent to 65.5 percent from January, 1936, to January, 1937, and that some of these prices have shown an advance of 11 to 26 percent from October, when the last milk price increase was obtained, until January.

Cost of production figures, as obtained from Pennsylvania cow testing records, were presented, showing that during the period from 1929 to 1934, it cost approximately \$2.42 to produce 100 pounds of 3.5% milk, these figures applying to cows with an annual production of 5000 to 5999 pounds. The increase since that period is estimated at \$.35 to \$.40 per hundred pounds, making an average cost now of approximately \$2.80 per hundred, whereas the average price received for all milk, by Inter-State members, is about \$2.25 at the farm.

It was also brought out that the cost of milk to Philadelphia consumers is now less than in many large cities. The price in Birmingham, Alabama, is \$.15 per quart; at Hartford, Connecticut, Washington, D. C., and Louisville, Kentucky, it is \$.14; at San Francisco, California, Baltimore, Maryland, Kansas City, Missouri, New York City, Cincinnati, Ohio and Pittsburgh, Pennsylvania, it is \$.13; whereas, in Philadelphia it is \$.12.

In the brief presented by the Cooperative, special attention was called to the fact that price increases of \$.01 and \$.02 per quart were made in practically every market in the country since the spring of 1936 and reports invariably show an increased consumption in spite of these price increases. It was also pointed out that employment has increased, payrolls are larger, and industrial activity and retail sales are much greater in the Philadelphia area than for several years, all of which go to prove that the consumer has ability to pay the present price for milk, especially as compared to other commodities.

### Other Expenses Up

In summarizing the stand of the Cooperative, it was stated that, "Not only does it appear that the cow numbers are not increasing but farmers in our milk shed are standing tremendous losses through the removal of Bang's infected cattle from their herds. During the month of December in Pennsylvania alone, according to a United States Department of Agriculture report, 31,281 head of cows were tested for Bang's disease of which nearly 1,200 reacted to the test. Since the Bang's disease eradication program has just gotten under way in Pennsylvania and will probably gain considerable momentum in the next year or two, our farmers are going to have additional expenses in supplying a better grade of milk for the Philadelphia market. Not only that, but the Board of Health restrictions have tightened and more expense is needed to put the dairy herds and equipment in better condition."

"With feed prices so high, and with dairy farmers losing money every day and keeping in mind that in the summer and fall of 1936 our milk producers were compelled to wait ninety days too long for their deserved price increase, we again urge your Honorable Board at least to maintain the present Class I

price to producers and under no condition to decrease that price this winter.

"To reduce this price, we feel, would expose the members of your Board to a wave of indignant and caustic criticism from the producers who would thus be deprived of a part or all of that extra \$150,000 a month revenue (resulting from the increase granted in October, 1936) which means to them the difference between a passable and an unsatisfactory standard of living. It would be distinctly antagonistic to public policy to take that income from them which would be reflected in the retail trade of every rural community and in the wholesale and manufacturing activity throughout the Philadelphia area."

### Producers Unanimous

Following this brief several producers appeared, all of whom pointed out that the present high cost of producing milk would not allow any reduction in producer prices and in some cases an increase was demanded. No evidence was presented in the face of these facts which could be interpreted as favoring a decrease. The remainder of the hearing was taken up mainly with a request for setting up a separate marketing area in Delaware and Chester Counties and with certain features of the present wholesale price schedule which some groups felt should be amended.

### For Pasture's Sake— Don't Jump the Gun!

With feed supplies running low and feed prices running high, dairy-men are going to be tempted to turn the cows on pasture as soon as the least bit of growth comes forth this spring. If you don't want to abuse your pastures (and your cows too) remember this common-sense rule about pasturing new grass; "Keep the cows off new grass in the spring until they can get enough of it to fill them up and until the ground is sufficiently firm to prevent damage by trampling." No West Virginia dairy farm plant is complete until it includes a yard adjacent to the barn that will keep the cows off pasture and that permits turning them out of the barn on these nice, sunny, early spring days. *West Virginia C T A News Letter.*

## Members' Attitude Is Encouraging

The small number of withdrawals from our Cooperative during the period when withdrawals were in order (February 1st-15th) was very encouraging, especially when we consider that this set-up is new to many of our producers and they do not yet understand cooperative developments of recent years. There are also several among them who withdrew because of going out of business and whose agreements would have been cancelled automatically.

In addition, most of us are aware of the opposition that still exists on the part of many distributors. A number of them have notified our members that they would have to cancel the marketing agreement with the Cooperative or lose their market, and in apparent despair some of the producers did so.

We hear much discussion these days about there being too much legislation and regulation by governmental bodies. We are inclined to agree, but certainly whenever distributors of milk use coercion in getting producers to cancel contracts with their coop-

eratives, regulation will not be diminished but increased.

We want to be fair with our buyers of milk; they are our salesmen and unless they prosper we cannot expect the best type of salesmanship from them. We do not expect to interfere in any way with any organization to which they may belong and we expect them to interfere in no way with our Cooperative.

To those who have been frightened by threats, and those who might get those threats in the future, we want to call attention to the part in the marketing agreement between each of you and the Cooperative that guarantees a market and payment for milk. We have already demonstrated that we are guaranteeing a market by taking care of producers that have been laid off through no fault of their own, and we intend to continue to do so.

*A. H. Lauterbach*

## Answering A Slur On Milk

MANY PEOPLE are commenting upon a widely discussed article in a current periodical entitled, "Is Milk Cancer's Ally?"

From beginning to end the article is filled with extravagant mis-statements and assumptions without the slightest foundation on science.

Dr. Francis Carter Wood of the Institute of Cancer Research at Columbia promptly pronounces the whole idea as "twaddle", stating that "there is no evidence that diet has anything to do with cancer."

The American Medical Journal in its issue of March 13th, 1937 uses the same title, "Is Milk Cancer's Ally?" and proceeds to severely condemn the publication of an article so misleading by an author with no knowledge of the subject about which he writes.

The Dairy Council has secured the permission of Dr. Morris Fishbein, President of the American Medical Association, to reprint in full this editorial, which follows:—

"In an editorial a few weeks ago The Journal condemned the editors of —\* and —\* for printing articles in the medical field without scientific background. Their ignorance in accepting and publishing such articles as they have published on the glands and on autotherapy was a sort of unfortunate, supercilious or silly ignorance. Now in the March issue of —\* they lead off with an article entitled 'Is Milk

Cancer's Ally?' that betrays such a broad and comprehensive ignorance of milk and of cancer that one is stimulated to wonder as to the mental age of both editors and author of this publication. Here is the old argument that modern civilized man died of cancer but the American Indian did not die of cancer. The answer is of course that modern civilized man has a life expectancy of some sixty years at birth whereas the life expectancy of the Indians was about thirty years at birth. The Indians simply did not live long enough to die of cancer. More than 90 per cent of deaths from cancer occur in persons over 40 years of age. The Indians died of infectious diseases, exposure and other Indians. The same argument has been made with relation to the eating of white bread versus the eating of whole grain. It might just as well be made with relation to automobiles. The Indian had no automobiles; hence the Indians did not die of cancer. Some preposterous arguments are made to show that cancer rates are higher in the states using the most milk. It may easily be shown that life expectancy is longer in the states using most milk because of better nourishment in those states. In some small type at the end of its article —\* affirms its seriousness in presenting this article; this affirmation adds insult to injury. There

is evidence that the article has already produced fear in the minds of some readers who do not stop to remember that neither the author of the article nor the magazine that prints it has the slightest scientific standing."

Bold face type our own.

\*Names of magazines deleted so as to avoid giving any possible advertising to magazines with standards so low that they will, for their own profit, scare people from using the world's best human food.

### National Grange Meets In Harrisburg

Pennsylvania will be host to the 71st annual session of the National Grange when it meets at Harrisburg on November 10-18, 1937. Since Pennsylvania is a leading state in Grange membership, attendance is expected to approach record figures, possibly establish a new record.

Madge: "Don't you sailors have a special ship where you get your hair cut? A sort of floating barber shop?"

Sailor: "No, there ain't no such ships in our fleet."

Madge: "Then what are these clipper ships I've heard so much about?"

Don't blame a successful man for bragging a bit—no one with a good catch of fish goes home by way of the back alley.



## INTER-STATE MILK PRODUCERS REVIEW

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### Put the Milk Pitcher On Your Table Milk Is Our Best Food

#### Tells Us About It

We are pleased to receive more and more reports of successful local meetings and are carrying many of these reports in the REVIEW. It is evident that local officers are giving serious thought to the programs at their meetings and this work is showing results.

The REVIEW will be glad to carry as many such reports as space will permit, keeping in mind that preference will be given those reports sent in by local people.

Whenever you have a good meeting, send in a brief account of it, telling the high spots, especially who took part, what was done, and when and where the meeting was held.

#### A Good Record

The regular withdrawal period, during which members of the Inter-State Milk Producers' Cooperative may apply for withdrawal from the organization, extended from February first to fifteenth, the withdrawals to be effective on April 1. During that period 181 applications for withdrawal were sent to the office. This is a rate of considerably less than ten per district. It is considered a remarkably good showing for the first year of the organization with many of the members not understanding the set-up of the Cooperative and how it functions.

Field representatives and directors have been calling on the members who have asked to withdraw. Their reports have not been made as yet on most of these cases, but up to date it appears that a large number are reconsidering their requests.

Some of the others are quitting the dairy business and, therefore, their withdrawals will in no way affect the standing of the Cooperative as their contracts would be automatically cancelled in due time.

A goodly number in one secondary marketing area are not in position to meet some of the sanitary regulations but many of these have stated that, as soon as they can fix up their premises to meet regulations, they expect to return as members.

#### Price Cutters Pay Fines

It has long been rumored that price cutting, especially in the wholesale milk trade in the Philadelphia area, has been very common. Proof that this situation exists was evidenced when the Pennsylvania Milk Control Board fined three dealers for selling milk to hotels, stores and restaurants at prices under those fixed by the Board. Fines of \$25.00 and costs were assessed against Harry Lodge of Cheltenham, Morris Kaplin and Thomas Bee of Philadelphia.

Steps toward prosecuting other dealers have also been taken, it being stated that these dealers failed to leave invoices with their customers to cover milk sold at wholesale rates.

#### Association Members Can Redeem Stock

Many members of the inactive Inter-State Milk Producers' Association have had their stock certificates in that organization redeemed at par value. Letters were sent during December and January to every member of known address, stating that this would be done.

Replies to that letter are still coming in but thousands have not taken advantage of this opportunity to get back the money invested in the stock of the old Association.

Should any reader of the REVIEW know of any member of the Association who has not yet asked to have his stock redeemed, please remind him that this will be done. All he needs to do is fill out the blanks on the back of the stock certificate and mail it in. If this certificate can not be found, forms will be supplied which will enable those members to redeem their stock at par value. Remember, also, that stock recorded in the name of deceased members can be redeemed by the executor or administrator of the estate.

#### See Your Legislators

Every indication points to a continuation of milk control legislation in Pennsylvania. Of the three plans now before the legislature it appears that House Bill 1574, discussed briefly on page 10, will be most practical.

We urge every Pennsylvania reader of the REVIEW to study these bills, keeping in mind, whether you are in favor of milk control or not, that milk control is almost certain to continue. All of us should, therefore, make it our job to see that when a milk control bill is up for vote our Senators and Representatives give their support to the one that has the best chance of doing a good job for all producers.

That bill, we believe, is No. 1574. See the members of the legislature from your districts and urge their support of it.

#### Does It Pay To Work Together?

Last December an emergency call went forth from Harrisburg to rally the dairy interests of Pennsylvania behind the laws regulating the manufacture and sale of filled milk. That call was answered—not by the farmers themselves—but by their hired hands. These hired hands were the officials of their own milk marketing organizations representing at least thirty thousand farmers.

As individuals those thirty thousand could do practically nothing. Working together they saved the laws.

It is too bad that we can not measure accurately what that victory means in dollars and cents to you—and you—and YOU. We can only make an estimate.

Filled milk is a cheap product. If permitted on the market it would undersell evaporated milk—and drive that price down. The butterfat replaced by coconut oil would overload the butter market and depress butter prices and our cream market. Evaporated milk at its depressed price and its cheap substitute would both compete for our own fluid milk market. Lower butter and cream prices would result in pulling producer prices for fluid milk down toward their level.

We don't know how much the price would be depressed—but you know it could be several times the cost of supporting your organization.

It isn't what one used to be, it's what he is today that counts.

Our duty is to be useful, not according to our desires, but according to our powers.—Amiel.

#### Your Cooperative's Field Activities

By I. RALPH ZOLLERS, Director

##### Field and Test Department

During the past month much of my time was spent out in the field, traveling with the Cooperative's Field Representatives. It has been very gratifying to observe the activities of these men, such as calling on the members, meeting with committees, attending meetings, etc. Each of our Field Representatives has been given a definite territory in which he is responsible for service and assistance to the members. He is out there to help you with your milk problems, and if you are not already acquainted with him, make it a point to know him.

We are at the beginning of what is so commonly known as "grassy milk season", and also when some of us may run into occasional trouble because of insufficient cooling. All of these, and many other conditions often give us trouble with our milk. The Field Representatives, your men, are always ready to assist you. Do not hesitate to call on them no matter what your trouble may be.

One of the many important duties the men have is to sign new members to the Cooperative. You can help them in the sign-up by making it your business to point out to your friends and neighbors who are not members, the advantages of being a member of the Cooperative, and the necessity of having producers belong to the Cooperative.

This will help make good our slogan, "A Bigger and Better Cooperative."

#### Rejected Milk

Our Cooperative plans to continue its service to members who are having trouble with milk rejected for bad odors, bad flavors, poor cooling, or any other reason. Plans for the coming season include a broader service than has been rendered formerly and will follow somewhat different lines.

Efforts are being made to arrange with the various milk dealers to inform us whenever any producer appears to be having frequent trouble for any reason which might result in his milk being rejected. We are also urging every member to get in touch with his field representative or director whenever milk is returned for any reason which he can not correct without special help or additional information.

Our field representatives are now making contacts with dealers' fieldmen and plant superintendents, urging those men to work with our

organization in any way which will reduce this trouble and thus save our members losses due to rejected milk.

It is important that each member of the Cooperative recognize that our field representatives can not keep track of each member, whether or not he is having trouble. As mentioned in a previous issue, there are about 800 members for each field representative. A telephone call to our men from the members who do have trouble will be given prompt attention. This service is yours—feel free to use it whenever needed.

#### Work With 4-H Members

Boys and girls living in Inter-State territory and who are members of 4-H dairy clubs will have an opportunity to compete in state 4-H demonstration team contests next fall, the winning team from each state going to the National Dairy Exposition at Columbus, Ohio. Plans are being developed with 4-H club leaders in Delaware and Pennsylvania, whereby the Inter-State Milk Producers' Cooperative will help 4-H dairy clubs in their work and will give special aid to demonstration teams which will show some of the essentials of producing and marketing a high quality milk.

Plans for a similar project in Maryland are being considered but as we go to press final arrangements have not been made.

The State of New Jersey does not hold a state contest but includes work of this kind in the third-year program of every dairy club member. Arrangements are being made whereby the Inter-State will contribute information and materials at 4-H club meetings in that State.

It is felt that this help to 4-H boys and girls will stimulate interest in practices which will insure uniformly high quality milk. It will also acquaint them with the work that our organization and other dairy cooperatives are doing. Many of these 4-H demonstration teams will appear on local and district meeting programs next fall, showing what they are doing and also offering an instructive feature to the program of those meetings.

#### No Organization Here

Newspaper clippings came to my desk a few days ago, outlining the experience of some milk producers in an up-state milk market. Briefly, these producers discovered that their milk buyer was under-reading their tests. They solicited the aid of the Bureau of Markets who found their complaints just, and the deal-

er, in order to avoid prosecution, made restitution of well over a thousand dollars.

The farmers who made this complaint were soon laid off by this dealer, allegedly because they didn't meet inspections, but no one is convinced that such is the real reason.

This is a glaring example of what happens to unorganized producers when they attempt to get a square deal from a buyer who appears determined to have his own way in such matters. Needless to say, there is no effective organization in that area and probably won't be as long as those other producers keep still for fear of losing their market.

#### Cool Your Milk

The weather is not hot as yet, but even so, the chilly night air will not cool milk as it should be cooled. Set the cans in a tank of cold water, preferably with a little ice in the water. If you have an electric milk cooler it will pay to use it right now. The compressor will not need to run much to keep the cooler down to a low temperature, the milk will cool quickly and it will eliminate the danger of returned milk due to poor cooling.

In addition, milk that is cooled properly will have a better flavor, other things being equal, and it is through a good flavor all the time that consumers will buy and use more of our milk.

#### Inter-State Milk Producers' Cooperative

Incorporated  
401 N. Broad St., Philadelphia, Pa.

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A. R. Marvel, Vice-President  
I. Ralph Zollers, Secretary-Treasurer  
H. E. Jamison, Assistant Secretary  
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19. "A. R. Marvel, Easton, Md.  
20. Charles R. Hires, Jr., Salem, N. J.  
21. "B. H. Welty, Waynesboro, Pa.  
22. D. E. Witherspoon, Chambersburg, Pa. R. 5  
23. Honorary Life Member—F. P. Willis, Ward, Pa.  
\* Members Executive Committee

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J. J. Camp, Roaring Spring, Pa.  
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E. C. Dunning, Chambersburg, Pa.  
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H. D. Kinsey, Quakertown, Pa.  
J. T. Plummer, Salem, N. J.  
C. Reynolds, Denton, Md.  
D. W. Winter, Philadelphia, Pa.



## Secondary Markets

### LANCASTER

The meeting called at Lancaster on February 16 to discuss proposed plans for developing a secondary market unit was "snowed out."

Another meeting was held on March 30, attended by about 125 men, most of whom were producers supplying Lancaster or dealers who sell in both Lancaster and New York City. The count of a secret ballot showed a heavy majority favoring a plan of setting up a secondary marketing area as a part of the Cooperative. A committee was appointed, with representatives from each township in the area, to develop further plans.

### WILMINGTON

Numerous meetings of the Wilmington Secondary Marketing Committee have been held during the last several weeks; as a result more milk dealers are understanding the aims and purpose of this work and are showing a willingness to cooperate. It has been necessary for the Cooperative to take care of a few producers in the Wilmington market, who were informed by their buyer that he would not take their milk any longer if they didn't cancel their contracts. Those who stayed with the Cooperative are being paid regular market price for their milk while those who canceled their contracts have kept their old markets but are given no protection.

### SOUTH JERSEY

Arrangements have been made by Herbert T. Borden, manager of the South Jersey Secondary Milk Marketing Cooperative, and by the executive committee of this group, to obtain cooperation with the organization from the Wilson Dairies, Dennery, Bondic and Riley Dairies. These arrangements were made effective on March first. Plans for similar arrangements with other groups are now being developed.

A valuable service has been rendered several producers in this area in checking up on the reasons why their milk was rejected by the dealer. It is reported that in practically all cases the cause of trouble was located and was within the power of the producer to correct. This committee plans to extend similar service to any producer in that area who might need it.

The committee appeared at the hearing held by the New Jersey Milk Control Board on March 24 and took a firm stand against any reduction in producers prices.

The executive committee is also working on plans whereby members of the Cooperative in five South-Jersey counties will also become members of the county boards of agriculture in those counties. This plan will give the entire agriculture industry in those counties a central clearing house for any subjects of general interest and the groups representing each commodity can help each other whenever occasion requires.

### ALTOONA

The Altoona and neighboring markets are reported as being in good condition right now. The milk of all members in that area has been kept moving to satisfactory markets. It has been reported, however, that in a few instances there has been some difficulty in maintaining the Class 2 price as set by the Control Board.

### Classification Percentages—February, 1937

#### PENNSYLVANIA, MARYLAND & DELAWARE

Dealer	Class I	Class II	Class III	"A" Bonus
Abbotts	72	25.9	2.1	69.6 of Class I
Baldwin (A)	80	20		
Baldwin (B)	76	24		
Breuninger	88	12		71% of Production
Clover (Wilmington)	75	25		
Engel	86	14		
Fraims	78	22		
Gross	86	14		
Hamilton	80	20		
Harbison	83	12	5	63% of Production
Keith	86	14		
Martin Century	88	12		76% of Production
Missimer	90	10		
Myers	79	21		76% of Production
Nelson	72	18	10	
Oakland Farms	70	30		
Scott-Powell	72	25	3	67% of Production
Supplee	68.13	31.87		55% of Production
Sypherd	83	17		
Wawa	85	15		

#### NEW JERSEY

Dealer	Norm	Cream	Excess	"A" Bonus
Abbotts (A)	84	16 of Norm	Balance	
(B)	*65.5	34.5	Balance	
Castanea (A)	73	27	Balance	
(B)	78	22	Balance	
Scott-Powell	90	10	Balance	41% of Norm
Silver Seal	81	19	Balance	
Supplee	100		Balance	

\* 60% was sold at N. J. price, 5.5% at Pa. price.

Several check-ups of scales and equipment in the receiving plants have been made and, as a result, some dealers have repaired their scales or made adjustments on them so as to be accurate. At least one new scale was installed in the area.

Some truck routes have been changed during recent weeks so as to give members better service and in a few cases the hauling costs have been reduced.

The executive committee of this secondary marketing area holds frequent meetings at which plans for future work are discussed and difficulties that may arise are ironed out.

### TRENTON

Word from the Trenton Market reveals that additional producers are being signed up regularly in that area and many milk dealers operating in the Trenton Market are showing increased interest in the work of the Committee. Numerous requests for adjustment of norms have been considered.

The Committee took an active part in the Milk Control Board hearing at Trenton on March 24, at which the matter of reducing producer prices was the foremost subject of discussion. A strong stand was taken against any such move.

## Prices 3.5% Grade "B" Milk

February Averages and February and March Schedules. (Explanatory Notes on Page 15, Col. 2)

Dealer	Delivery Point	Mile Zone	Average Price Paid in Feb.	Class I Price		Class II Price		March
				Feb. 1-14	Feb. 15 to March 31	Feb. 1-14	Feb. 15-28	
Keith's Dairy	Altoona, Pa.	f.o.b.	\$2.73	*\$2.88	\$2.88	\$1.79		\$1.85
Supplee-Wills-Jones	Bedford, Pa.	251-270	2.17	2.38	2.37	1.72		1.78
Peter Hernig	Boiling Springs, Pa.	126-140	2.13	2.50	2.48	1.74		1.80
Harbisons	Brandtsville, Pa.	126-140	2.36	2.50	2.52	1.74		1.80
Harbisons	Byers, Pa.	25-40	2.40	2.58	2.52	\$1.76	\$1.74	1.80
Harbisons	Carlisle, Pa.	126-140	2.36	2.50	2.52	1.74		1.80
Harbisons	Centerville, Md.	81-120	2.31	2.48	2.48	1.60		1.65
Supplee-Wills-Jones	Centerville, Pa.	401-430		2.30	2.24	1.72	1.70	1.76
Supplee-Wills-Jones	Chambersburg, Pa.	141-200	2.22	2.46	2.45	1.73		1.79
Supplee-Wills-Jones	Chestertown, Md.	81-120	2.20	2.48	2.48	1.60		1.65
Supplee-Wills-Jones	Clayton, Del.	41-80	2.24	2.50	2.50	1.60		1.65
Scott-Powell	Coudersport, Pa.	271-400	2.14	2.35	2.28	1.72	1.71	1.77
Abbotts	Curryville, Pa.	251-270	2.19	2.38	2.37	1.72		1.78
Abbotts	Dagsboro, Del.	126-140	2.16	2.40	2.40	1.60		1.65
Scott-Powell	Duncannon, Pa.	121-125	2.27	2.53	2.52	1.74		1.80
Supplee-Wills-Jones	Easton, Md.	81-120	2.21	2.46	2.46	1.60		1.65
Abbotts	Glenroy, Pa.	41-80	2.34	2.55	2.55	1.75		1.81
Glenroy Dairies	Glenroy, Pa.	41-80	2.31	2.55	2.53	1.76	1.74	1.80
Abbotts	Goshen, Pa.	41-80	2.14	2.39	2.39	1.60		1.65
Supplee-Wills-Jones	Hagerstown, Md.	141-200	2.20	2.48	2.48	1.60		1.65
Supplee-Wills-Jones	Harrington, Del.	81-120	2.20	2.44	2.43	1.73		1.79
Supplee-Wills-Jones	Huntingdon, Pa.	201-250	2.21	2.44	2.43	1.79		1.85
Supplee-Wills-Jones	Huntingdon, Pa.	f.o.b.		*2.65	2.65	1.60		1.65
Harbisons	Hurlock, Md.	126-140	2.29	2.46	2.46	1.79		1.85
Nelson Dairy	Jeffersonville, Pa.	f.o.b.	2.54	2.88	2.88	1.79		1.85
Abbotts	Kelton, Pa.	41-80	2.32	2.55	2.55	1.76	1.75	1.81
Abbotts	Kempton, Pa.	81-120	2.31	2.55	2.52	1.74		1.80
Supplee-Wills-Jones	Kennedyville, Md.	41-80	2.20	2.48	2.48	1.60		1.65
Harbisons	Kimberton, Pa.	25-40	2.40	2.58	2.52	1.76	1.74	1.80
Martin Century	Lansdale, Pa.	f.o.b.	2.61	2.88	2.88	1.79		1.85
Supplee-Wills-Jones	Leaman Place, Pa.	41-80	2.30	2.55	2.57	1.76	1.75	1.81
Supplee-Wills-Jones	Lewistown, Pa.	141-200	2.22	2.46	2.45	1.73		1.79
Sypherd Dairies	Lyndell, Pa.	25-40	2.40	2.58	2.48	1.76	1.74	1.80
Harbisons	Massey, Md.	41-80	2.31	2.48	2.48	1.60		1.65
Supplee-Wills-Jones	Mercersburg, Pa.	141-200	2.22	2.46	2.45	1.73		1.79
Harbisons	Millville, Pa.	141-200	2.28	2.46	2.40	1.73		1.79
Supplee-Wills-Jones	Moorefield, W. Va.	271-400	1.97	**2.14		1.60		1.65
Supplee-Wills-Jones	Mt. Pleasant, Del.	41-80	2.20	2.48	2.48	1.60		1.65
Supplee-Wills-Jones	Nassau, Del.	126-140	2.18	2.45	2.45	1.60		1.65
Scott-Powell	New Holland, Pa.	41-80	2.32	2.55	1.56	1.76	1.75	1.81
Abbotts	Oxford, Pa.	41-80	2.32	2.55	2.55	1.76	1.75	1.81
Abbotts	Philadelphia, Pa.	f.o.b.	2.57					
Baldwin Dairies	Philadelphia, Pa.	f.o.b.	2.62					
Breuninger Dairies	Philadelphia, Pa.	f.o.b.	2.75					
Wm. Engel Dairies	Philadelphia, Pa.	f.o.b.	2.73					
Chas. Gross	Philadelphia, Pa.	f.o.b.	2.73	2.88	2.88	1.79		1.85
Hamilton Dairies	Philadelphia, Pa.	f.o.b.	2.66					
Hutt & Kempf	Philadelphia, Pa.	f.o.b.	2.50					
Missimer Dairies	Philadelphia, Pa.	f.o.b.	2.77					
Scott-Powell	Philadelphia, Pa.	f.o.b.	2.56					
Supplee-Wills-Jones	Philadelphia, Pa.	f.o.b.	2.53					
Abbotts	Port Allegany, Pa.	271-400	2.14	2.35	2.28	1.72	1.71	1.77
Scott-Powell	Pottstown, Pa.	41-80	2.34	2.55	2.61	1.76	1.75	1.81
Supplee-Wills-Jones	Princess Anne, Md.	126-140	2.13	**2.37		1.60		1.65
Abbotts	Providence, Md.	41-80	2.24	2.50	2.50	1.60		1.65
Ziegler Dairy	Reading, Pa.	f.o.b.	2.27	2.88	2.88	1.79		1.85
Supplee-Wills-Jones	Red Hill, Pa.	41-80	2.30	2.55	2.57	1.76	1.75	1.81
Breuninger Dairies	Richlandtown, Pa.	41-80	2.42	2.55	2.48	1.76	1.74	1.80
Sheffield Farms Co.	Rising Sun, Md.	f.o.b.	2.28	(\$2.28 for all milk in February, \$2.23 in March)				
Supplee-Wills-Jones	Ronks, Pa.	41-80	2.30	2.55	2.57	1.76	1.75	1.81
Harbisons	Rushland, Pa.	25-40	2.40	2.58	2.52	1.76	1.74	1.80
Scott-Powell	Snow Hill, Md.	141-200	2.12	2.34	2.34	1.60		1.65
Abbotts	Spring Creek, Pa.	401-430	2.11	2.30	2.24	1.72	1.70	1.76
Harbisons	Sudlersville, Md.	41-80	2.31	2.48	2.48	1.60		1.65
Supplee-Wills-Jones	Townsend, Del.	41-80	2.20	2.48	2.48	1.60		1.65
Wawa Dairies	Wawa, Pa.	f.o.b.	2.48	2.88	2.88	1.79		1.85
Supplee-Wills-Jones	Waynesboro, Pa.	141-200	2.22	2.46	2.45	1.73		1.79
Clover Dairies	Wilmington, Del.	f.o.b.	2.46					
Fraims Dairies	Wilmington, Del.	f.o.b.	2.48					
Supplee-Wills-Jones	Zieglerville, Pa.	25-40	2.31	2.58	2.57	1.76	1.75	1.81

\* Class IA (Cream) Price of \$2.00 applies in Altoona and Huntingdon Markets. \*\* Price applies entire month.







# Dairy Bills Now Under Way

Activity at Harrisburg, Dover, Washington

The long expected milk control bills were introduced in the Pennsylvania Legislature on March 15. On that day, J. Harry Arnold, of Fayette County, introduced House Bill 1574, which would establish a Milk Control Commission of three members, taking over the functions of the present Milk Control Board. This is the Administration milk control measure.

## Three Milk Bills

On the same day, Senator Weldon Heyburn introduced bill 581, which was also introduced in the House by Representatives Smith, Dyson, Dickinson and Hetrick. The third bill was introduced by Representative Flinchbaugh, by request, which would re-enact the present milk control law on a permanent basis and includes numerous amendments to the law.

The Administration act provides for three members who would be appointed for six year terms, one term expiring each two years. The bonding provisions in this bill are somewhat more strict than in the present act and the bill continues to provide for mandatory price fixing for the entire fluid milk industry. The Board may, if it desires, fix the price of milk used solely in manufacturing.

This bill provides for the transfer of supervision of testing and weighing and the licensing of testers and weighers from the Department of Agriculture to the Milk Control Commission. Certain provisions are also included which protect cooperatives and attempt control of so-called cooperatives organized for the purpose of evading the spirit of the law.

The Heyburn bill seeks to amend the present act so as to establish it as a permanent law. It also provides for the establishment of "Compliance Committees" in the various marketing areas, these committees to be supported through a check-off. The committees would be elected by a series of postcard ballots sent producers in each marketing area, on the first of which ballots they would make nominations and vote as to whether they wanted such a committee. A favorable vote of 75 percent would authorize such committees.

The bonding provisions of this bill are somewhat more strict than in the present act. Another outstanding feature is that prices charged by dealers would not be set by

the Board unless charges were too high, in which case maximum prices would be set and if "Any extensive sale of milk . . . at a price less than that paid to the producer plus an additional 65 percentum shall be deemed an unfair trade practice" in which case minimum prices may be set. It is generally believed that a market could be badly demoralized before this provision could be invoked.

The Heyburn bill also provides that the Board be increased to five members, including the chairman, secretary, a member in charge of audits and accounts, an employee of the Department of Health engaged in the administration of milk sanitation laws, and an employee of the Department of Agriculture engaged in the administration of the marketing laws.

## Delaware Asks for Control

A Milk Control Bill is now before the Delaware legislature and it is expected that it will receive a favorable reception. Governor McMullen is understood to favor such legislation provided the farmer interests endorse it unanimously, which has been done. This bill, No. 248, was introduced by Representative John R. Butler, Glasgow. The Control Board will consist of three members on a per diem basis, one to be appointed by the Governor from nominations made by producers, one to be appointed from nominations made by distributors and the third to be chairman, from nominations made by the Dean of the School of Agriculture.

The bill provides that the Board may establish marketing areas and price schedules for such areas, also that prices charged by dealers may be set if prices to producers are set. One provision in this bill provides that if producers and dealers representing two-thirds of a market agree on a schedule of prices and trade practices the Board shall hold hearings and unless they find evidence to the contrary shall approve such agreed schedules and trade practices in the form of an order.

No final action has been taken on the milk control bill now before the New Jersey legislature which would extend the present law another two years.

A bill is now before the Pennsylvania legislature to amend the cooperative act of 1887, so as to provide for consumer cooperatives and to bring several features of that

law up to date. The proposed bill would levy an annual charge of \$.10 per member on all members of a cooperative organized thereunder. Our own cooperative would not be affected as it is organized under the cooperative law of 1929.

A bill to provide for the chartering of agricultural cooperatives has been introduced in the Delaware legislature and reported favorably by the House Committee. This bill would be a valuable addition to Delaware corporation laws, as the present laws, although liberal in many respects, do not provide any protection to a cooperative against malicious attacks such as are being made against cooperatives.

## Oleo People Busy

The oleomargarine interests are in the middle of a stupendous, high-powered campaign to remove their industry from control. A bill has been introduced by Representative Celler of New York, HR5752, which would remove the retail license fee for selling uncolored oleomargarine. It is stated that this would permit the 155,415 dealers, who are now licensed, to sell white oleo as they pleased and would also make it possible for peddlers, venders and any other retailer to make such sales.

The oleo people are very much opposed to the use of the word oleo. They are carrying on an extensive campaign with so-called news articles and editorials being supplied to practically every newspaper in the country, trying to show how oppressed they are and how the oleomargarine laws are "taxing the spread on the people's bread", when in fact they do not go beyond taxing a substitute for that spread which makes every effort to imitate and appear like the real thing—good butter.

The question of the Argentine Sanitary Convention has not been settled. Secretary of State Cordell Hull persists in looking upon this Convention as a means of permitting trade which would not make much difference in the income of the American farmers. It appears that this is correct as far as the dollar value of trade is concerned but the danger lies in the introduction of foot and mouth disease.

The 1914 epidemic was traced to scraps from a butcher shop fed to hogs as garbage—this butcher having handled frozen meat from South American countries.

## Give Grass a Chance

When our pastures begin to show a little green there is a strong temptation to turn the cows out. Such temptation is especially strong when feed prices are high as they are this year.

But before turning the cows out it is well to consider carefully these four points: (1) Is there really anything out there for the cows to eat? (2) Will the sod stand up under the cutting of the cows' hoofs? (3) What chances will the pasture have during May, June, and July, if it never gets a good start now? (4) Is it really grass out there or is it a mixture of grass and garlic?

In answering the first three questions your conclusions must be tempered according to the condition of your feed supply and your available cash for buying feed. Keep in mind that it is a very rare circumstance where you will not be money ahead by July 15 if you let the grass get something of a head start before turning the cows on it.

As for garlic—well, it might make some milk—but garlic flavored milk positively will not make you any money.

If possible, keep the cows off garlic-infected pastures. But if that can't be done, take the cows off such pasture at least six to eight hours before milking time. This will help some but is, at best, a poor second to keeping cows and garlic away from each other.

## Be Sure It Is Big Enough

When we start out to plow we usually hitch horses to the plow that are strong enough to handle it. It is important to apply this same rule with electric milk coolers.

Numerous reports come to us of electric coolers which are not satisfactory because someone has cut the specifications to meet a price. When that happens, the man who depends on this equipment to do a good job, suffers.

Common places for scrimping on mechanical milk coolers are in the insulation of the cabinet, on the size of the cabinet or the size of motor and compressor which has the work of cooling to do. A poorly insulated cabinet is cheaper to buy but a lot more expensive to maintain because of heat losses. An undersize compressor is not strong enough to do the job and will kill itself (wear out too soon) if made to do the work meant for a much larger compressor, just as a team of 900-pound ponies would soon be worked to death if they had to draw a 14-inch plow through heavy soil all day long, day after day.

The cooler should be large enough



For low-count milk that commands premium prices you must have dependable refrigeration. M & E Compressors, automatic, engineered especially for dairy farm refrigeration, for use with all cooling and storage equipment, have proved their dependability. They are protecting quality and profits, guarding against spoilage and waste, on modern farms everywhere.

They will bring you efficient, trouble-free, low-cost, mechanical refrigeration at its best. They will quickly earn their cost, on large or small farms. Write for catalog with complete information on electric and gasoline engine powered models for all purposes.

**MERCHANT & EVANS COMPANY**  
Philadelphia, Pa., U.S.A. Plant at Lancaster, Pa.

Upper Illustration: M & E Compressor Model 725-MC. 2-cylinder, 1 h. p. motor.  
Lower Illustration: M & E Compressor with gasoline engine drive for use where electricity is not available.

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## Commercial Exchange

Classified advertisements will be carried in the Inter-State Milk Producers' Review at the rate of 5 cents a word, \$1.00 minimum per insertion. Each initial and abbreviation counts as one word. Cash with order.

## HORSEMANSHIP

"HOW TO BREAK AND TRAIN HORSES"—A book every farmer and horseman should have. It is free; no obligation. Simply address Beery School of Horsemanship, Dept. 1034, Pleasant Hill, Ohio.

## ELECTRIC FENCE

Fence with one-wire—use battery, Delco or public service current. Guaranteed reliable—satisfied users—80% saving—thirty day trial. WRITE FOR CATALOG. John W. Wolf, Newtown, Pa.

The fellow who "does it now" has time to do something else while the other fellow is still thinking about it.



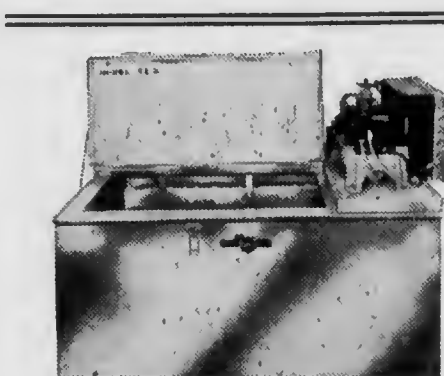
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### Dairy Earnings Show Rise

Earning statements for the year 1936 have recently been made public for the National Dairy Products Corporation, the Borden Company and Philadelphia Dairy Products Company.

The Borden Company showed net earnings of \$7,921,489 during 1936, amounting to \$1.80 per share of common stock. The report stated that 11 percent of the company's earnings were obtained from fluid milk sales. The company sold 781,000,000 quarts of milk, from which was obtained a profit of \$876,000, or one-ninth of a cent a quart. Farmers were paid \$109,323,930 for all milk during the year. The company paid \$53,126,389 for wages and salaries to 29,500 employees.

National Dairy Products Corporation earned \$13,282,028 during the same period, amounting to \$2.01 per share of common stock. Total sales amounted to \$329,171,729, making the earnings equivalent to \$.04 on each dollar of sales. An equivalent of 4,188,752,000 quarts of milk were handled as fluid milk or in the form of dairy products.

The National earnings in 1935 amounted to \$1.38 per share, while the Borden Company earnings the same year were \$1.10 per share.

The Philadelphia Dairy Products Company, in the ten months ending

December 31, 1936, showed a net income of \$208,335 after all charges were made. This income was obtained from sales totaling \$15,345,503. The press report of this company's earnings carried no comparison with the previous year.

### This Local Has Good Time

Business and pleasure were combined at the joint meeting of the Southern Lancaster and Quarryville Locals, held at Oakryn on March 1. Grade A producers at the Goshen plant elected a plant committee at this meeting, as also did the producers supplying the Glen Roy plant. These committees were appointed following discussions of their local problems.

General market conditions were discussed briefly by I. Ralph Zollers, Secretary-Treasurer of the Interstate Milk Producers' Cooperative, and legislation pending at Harrisburg was also discussed on its merits. Definite stands were taken on several measures that were pending and the secretary of the local instructed to inform their representatives of the stand of these locals.

The play "She Whistles and She Sings" was presented by local talent with the following persons participating: Mrs. Charles Coates, Ruth Ulrich, Chas. McSparran, Ira McPherson and Bennett Coates. This is the same play that was presented at the women's session of the annual meeting in Philadelphia; it was well executed and received with enthusiasm. Music also added to the variety and quality of the program. Another meeting is scheduled for about corn planting time.

Following the local meeting the delegates of District 11, of which Eben M. Crowl is Director, held a brief business meeting.

### Growing More Alfalfa

Calling attention to the growing popularity of alfalfa in the state, John B. R. Dickey, in charge of agronomy extension at the Pennsylvania State College, says that alfalfa and alfalfa mixtures increased from 30,000 acres in 1919 to nearly 200,000 acres in 1936.

Dickey reports that successful fields of alfalfa may be found on almost all fairly fertile and well-drained soils of the state.

He urges growers to be sure to have the soil limed to meet the requirements of alfalfa, to use seed of hardy strains, and inoculate the seed before sowing where neither alfalfa nor sweet clover has been grown on the field before.

## Win Filled Milk Case

DAIRYMEN of Pennsylvania and the entire country won a significant victory when the Court of Common Pleas of Dauphin County upheld the constitutionality of the Pennsylvania filled milk laws. Hearings on this case were held in December, following denial of a request by a manufacturer of filled milk for a temporary injunction against the laws.

Filled milk is a product which is manufactured by removing the butterfat from evaporated milk and replacing the butterfat with coconut oil. The product is packed in hermetically sealed cans, the same size as regular evaporated milk. Evidence collected by the National Cooperative Milk Producers' Federation shows that whenever its sale is permitted, it is "palmed" off fraudulently and deceptively to housewives as evaporated milk. Evidence of such fraud and deception was pointed out by the Pennsylvania Supreme Court in its opinion.

Previous to the trial of the Pennsylvania case, the filled milk people had been able to have the Supreme Courts of Michigan, Illinois and Nebraska declare filled milk laws of those states unconstitutional. Commenting upon these decisions, Mr. Donald Kane, attorney for the National Cooperative Milk Producers' Federation, says: "The decisions of the Michigan, Illinois and Nebraska courts are, in my opinion, erroneous and based upon a misconception of the nature of filled milk and the methods under which it is sold. Unfortunately, representatives of dairy farmers familiar with the history of filled milk legislation and the fraudulent and deceptive methods used in its sale, were not advised of the cases in Michigan, Illinois and Nebraska until after the cases were tried."

The dairy industry presented a united front in this case. They rendered every possible assistance to the attorney general's office, which was represented by Mr. Harry Polikoff. In addition to the excellent work done by Mr. Polikoff, Donald Kane, A. Evans Kephart, attorney for our own Cooperative, and representatives of the Dairymen's League of New York, the Dairymen's Cooperative Sales Association of Pittsburgh, and the Evaporated Milk Association, with headquarters in Chicago, all assisted in the case.

One of the most effective witnesses was Robert W. Balderston, who was at one time secretary of the Interstate Milk Producers' Association, and the Philadelphia Dairy Council, and who was brought from Chicago

to testify. Mr. Balderston was a moving force in the original enactment of these laws.

In commenting on this case Mr. Kane said that with the help of these men "we were able to present to the Court a full and complete picture of the evils of filled milk and the fraud and deception used in its sale. It is significant, that in this, the first case in which the proper information was placed before the Court, a decision was rendered upholding the filled milk statute."

Application for a temporary injunction against the filled milk law of West Virginia was turned down by the Kanawha County Court at Charleston, West Virginia recently. The National Cooperative Milk Producers' Federation is taking ag-

gressive steps with the Pure Food and Drug Administration of the Department of Agriculture and the Department of Justice to have the Federal Anti-Filled Milk Act vigorously enforced.

### Milk Sales Slightly Higher

Daily average sales of fluid milk in February increased .064 percent from January, according to the monthly report to the Milk Industry Foundation from 133 leading markets.

February daily average sales totaled 6,207,505 quarts compared with 6,167,000 quarts in January.

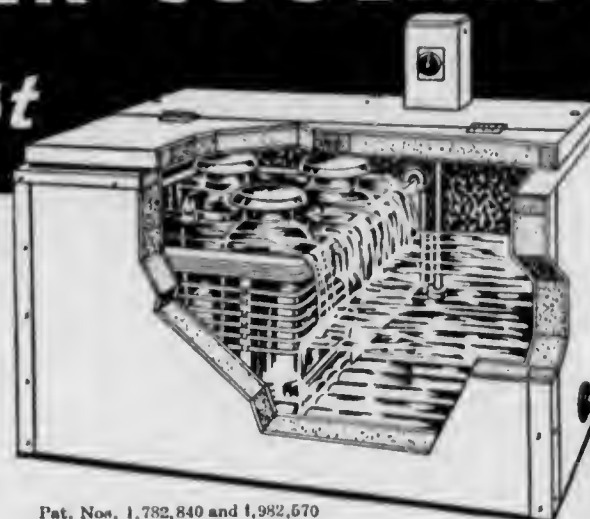
Employment and payrolls in reporting milk companies showed increases over January. Employment was up .08 percent and payrolls increased 2.59 percent.

## FASTER MILK COOLING at Lower Cost

Exclusive features of the New Esco "NI-AG-RA" Milk Cooler give you:

- Lower Bacteria Count...
- Higher Quality Milk...
- Better Profits...
- A Guaranteed Market.

You get all this at the lowest operating cost with the New Esco "NI-AG-RA".



Pat. Nos. 1,782,840 and 1,982,070

### LOOK AT THESE PICTURES...



"NI-AG-RA" Milk Coolers—2 to 21 capacity.

No other Milk Cooler keeps icy cold water up around the neck of every can above the milk level... whether one can, half, or full capacity is in place—because no other milk cooler has the Patented Automatic Constant Water Leveler.

You also get in the New Esco "NI-AG-RA" complete circulation and positive controlled agitation of the entire cold water bath. This cools ALL your milk to 50° or lower in one hour... and then the Circulator-Agitator shuts off automatically! Your entire daily production (morning and evening) is properly cooled and kept cold until shipped. Full storage for both milkings.

NO OTHER MILK COOLER HAS THESE EXCLUSIVE FEATURES. That is why you owe it to yourself to SEE THE NEW ESCO "NI-AG-RA" before you buy your milk cooler.

CLIP COUPON TODAY OR SEND POSTCARD

Get new Esco Booklet... Tells why the New Esco "NI-AG-RA" will cool your milk with LESS WORK... and at LESS COST.



ESCO CABINET COMPANY  
500 E. Biddle St., West Chester, Pa.

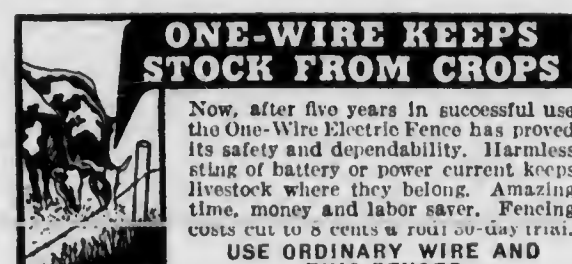
Gentlemen:  
I am shipping \_\_\_\_\_ cans of milk a day. Please send me complete information on the new ESCO "NI-AG-RA" Milk Cooler.

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LARGE PKG. (48 Dilators) .....\$1.00  
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### Members' Exchange

The REVIEW is your paper. You may use its columns without cost to tell other Inter-State members what you have for sale. This offer is not open to dealers or agents even though they may be members but is designed to help members dispose of their own products.

A four-line limit (about 30 words) in this type size is permitted each member in any one issue this space to include member's name and address. Notice must reach our office by the 27th of the month preceding date of issue.

## Milk Production Increases In Inter-State Territory

MILK DELIVERIES to a selected list of Philadelphia distributors indicate a decided increase in production in February as compared to January and to February a year ago.

Daily average deliveries for 6,568 producers in February was 195 pounds compared to 169 pounds February a year ago for 6,896 producers, and 189 pounds delivered during January, 1937, by 6,576 dairymen. On a percentage basis February production was up 15.38 percent over a year ago and 3.17 percent over January.

Looking at the national picture, we find that the daily average milk production in the United States was about the same on March 1 this year as on March 1, 1936, and about 4 to 5 percent below the 1925-34 average. However, on a per capita basis, milk production on March 1, 1937, was about one percent below March 1, 1936, according to U. S. D. A. crop reports.

Producer prices in fluid milk markets throughout the United States, according to Federal reports, showed practically no change. Lexington, Kentucky, was the only market in which much change occurred and that amounted to a reduction from \$2.30 to \$2.05 per hundred pounds of 3.5 percent milk.

**Butter Production Low.** Trade reports indicate that butter production for the week ending March 20 was from 12 to 13 percent below the same week last year, while storage stocks of butter in 10 principal markets, according to the Daily Market Report of the U. S. D. A., were only 3,060,358 pounds on March 27 as compared with 11,176,000 pounds on March 1, and 4,341,953 on March 27 last year. Stocks of cheese were reduced approximately one million pounds over the 27-day period but are still a little larger than last year.

Butter prices have shown considerable advance during the middle and latter part of March, reaching 37½ cents per pound wholesale for 92-score butter at New York on March 27 compared to an average price of 34¼ cents per pound for February, 1937, and 32.16 cents per pound during March, 1936. The March average was 35.82 cents.

**Cream Prices.** The cream market in Philadelphia continues irregular with inspected sweet cream ranging from \$15.50 to \$16.00 per 40-quart can of 40 percent cream for the week ending March 20, which means \$1.65 to \$1.70 per hundredweight of milk testing 3.5 percent. To this might be added

about 40 cents per hundred pounds for the value of the skim milk.

Receipts of cream in Philadelphia were down 1,161 cans, or 6.7 percent, for the first four weeks in March compared to the same period of 1936, but milk receipts showed considerable increase, 18,987 cans, or 3.5 percent, over the shipments for the same month last year.

**Condensery Milk.** Prices farmers received for milk delivered to condenseries during February showed a slight decrease compared to the previous month and the same month a year earlier. Farmers received \$1.58 for 3.5 percent milk delivered to the various condensing plants during February compared to \$1.59 per hundredweight in January and \$1.62 for February, 1936. This lower producer price was probably a reflection from the lower wholesale price of evaporated milk.

Unsweetened evaporated milk on the average sold for \$3.11 per case of 48—14½ ounce cans in January, and \$2.99 for February.

**Imports Continue Moderate.** Foreign butter continues to find a market in the United States and with the rather recent increase in butter prices in this country there will probably be even greater demand for this outside butter, the price of which has been relatively low in foreign markets. Consequently, foreign butter has found a ready market at the expense of domestic butter. According to government reports this country has imported approximately 5 million pounds up to the first of April. In milk equivalent this means the replacement of nearly 100 million pounds of fluid milk that must find some other market.

MARCH, 1937, BUTTER PRICES			
Date	92-Score Philadelphia	Solid Pack New York	Chicago
1	34 1/4	34 1/4	33 3/4
2	34 1/4	34 1/4	33 3/4
3	35	34 1/2	33 3/4
4	35	34 1/2	33 3/4
5	35 1/2	34 3/4	34
6	35 1/2	35	34
8	35 1/2	35 1/4	34 1/4
9	35 1/2	35 1/4	34 1/4
10	35 1/2	35 1/2	34 1/2
11	36 1/4	35 3/4	35
12	36 1/4	35 3/4	35
13	36 1/4	35 3/4	35
15	36 1/4	35 3/4	35
16	36 1/4	35 3/4	35 1/4
17	36 1/2	36	35 1/2
18	36 1/2	36 1/4	35 1/2
19	36 1/4	36 1/4	35 1/4
20	37	36 1/2	36
22	37	36 1/2	36
23	37 1/2	37	36
24	37 1/2	37 1/4	36 1/2
25	38	37 1/2	36 1/2
26	38	37 1/2	36 1/2
27	38	37 1/2	36 1/2
29	37 1/2	37	35
30	35 1/2	35	34
31	35 1/2	35	34
Average	36.31	35.82	35.00
Feb., '37	34.76	34.27	33.33
March, '36	32.85	32.16	31.16

### Prices Paid Producers On Other Markets

Class I price 3.5% milk for March, weighted average price for January (J) or February (F). All prices f. o. b. city markets except as indicated.

Market	Class I Price	Retail Price	Weighted Average Price
Philadelphia	\$2.88	12c	?
Pittsburgh	3.05	13	\$2.485 J
Boston	2.36	12	1.47 J
Providence	3.66	14	3.146 F
Hartford	3.346	14	2.869 J
New York City	*2.90	13	*1.88 F
Baltimore	2.90	13	2.52 J
Washington	3.25	14	2.884 J
Richmond	3.67	14	3.21 J
Wheeling	2.475	12	2.145 J
Dayton	2.10	11	2.255 F
Cleveland	2.50	10-12	2.19 J
Detroit	2.48	12	2.10 F
Evansville	2.065	11	1.725 M
Milwaukee	2.71	12	2.18 F
St. Paul	2.20	12	1.97 J
Des Moines	2.30	?	1.87 F
St. Louis	2.45	11-13	2.14 J
Omaha	2.40	11	2.01 M
Portland, Ore.	2.345	12	2.00 F

\* Price applies in 201-210 mile zone.

### They Meet In Homes

The West Windsor Local, in District 2, has struck upon a means of insuring successful local meetings. They hold their meetings in the homes of members and, on March first, Mr. and Mrs. Albert Bowee, of near Columbus, were hosts to about forty members and their families.

A feature of the meeting was a talk by Wm. Lauderdale, a member of the New Jersey Control Board, who emphasized the need of farm organizations working with the Control Board in order to make the Board's work more effective.

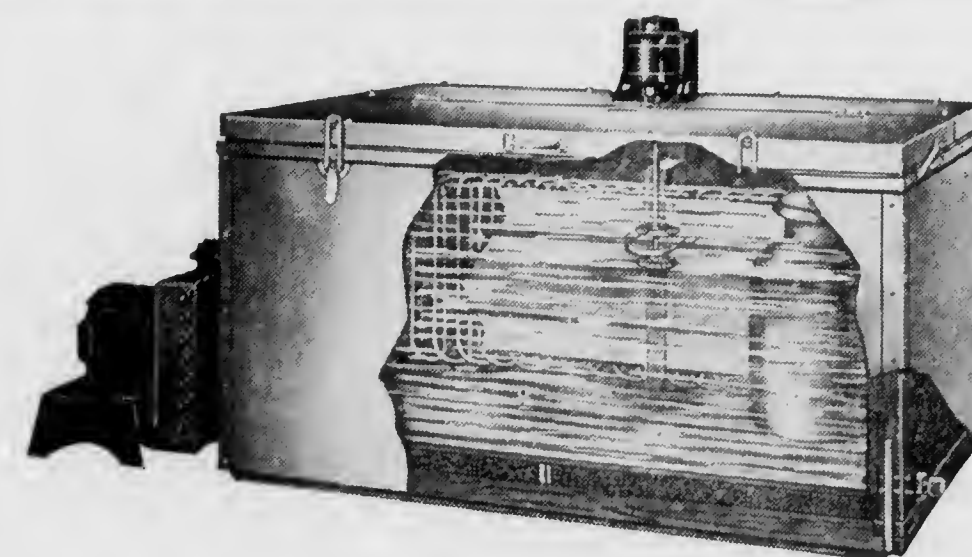
Chas. Thompson, County Agricultural Agent, brought out the fact that there can be no effective price bargaining, even with control agencies, unless the farmers organize and work together.

It is evident, from the report of this meeting, that its success was due largely to a balanced program. Music was furnished by Mrs. Bowee and her daughter. Dudley Winter, through his series of magic tricks, demonstrated that the hand is quicker than the eye.

In serving ice cream and cake to the guests at the meeting, the host brought out the fact that the ice cream served was helping to eliminate the excess milk in New Jersey.

After several meetings of this local, which have been held in the homes of members, it has been observed that the members feel closer together and on a more friendly basis in their discussions of the problems of their local and of the dairy industry in their section. Frederick Shangle is president of this local and Mrs. Anna Hammell is secretary.

## VERTI-COIL'S Rapid Uniform Cooling Means Higher Milk Prices for YOU



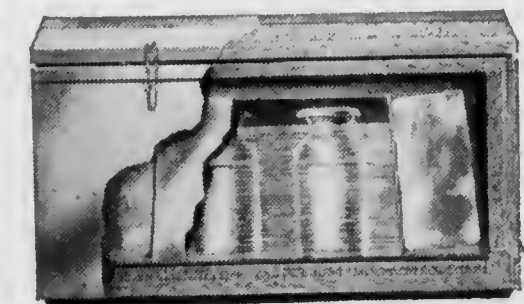
To get the highest prices for your milk, you need the most practical milk cooler on the market . . . the Wilson VERTI-COIL Cabinet. VERTI-COIL'S rapid, uniform cooling meets the strictest milk temperature requirements, holds bacteria counts low and insures lowest cooling costs for you. The patented cooling coil fits compactly in the back of cabinet, providing

larger cooling surface and more room for cans. VERTI-COIL and the Rapid Cooling Circulator cool milk to below 50° with less running time on the compressor—a money-saving feature.

Don't allow a wasteful, old-fashioned cooler to cut into your milk profits this year. Write us for details on this economic and efficient cooler.

### Save Money with Wilson DRY STORAGE

If you use ice, Wilson Dry Storage is the money-saving milk cooler. With cans of milk in ice water—cakes of ice in dry storage, this economical cabinet cools milk quickly and thoroughly. One icing (300 lbs.) lasts 5-7 days. Sloping sides and grids fully utilize cooling surface of ice cakes. Dry Storage meets all Board of Health requirements.



DEALERS! Write for details on Wilson milk cooling line

**WILSON CABINET CORPORATION**  
116 MAIN STREET  
SMYRNA, DEL.

### Supplementary Notes To Price Table On Page 7

The February average price (in bold face type) is the weighted average price paid by the dealer indicated according to price schedules furnished, or as determined from statements furnished with milk checks and checked in the Inter-State office.

The February Class III price in Pennsylvania as set by the Control Board is \$1.50 per 100 pounds of 3.5 percent milk, f. o. b. dealer's plant or receiving station. Class III

price for February in Maryland, Delaware and West Virginia is \$1.25 for 3.5 percent milk.

The butterfat differential on Classes I and II, also on Class III outside of Pennsylvania, is 4 cents for each point (one-tenth percent) of butterfat more or less than 3.5 percent.

The price schedule as given f.o.b. a market applies to all fluid milk dealers in that market.

The more a man knows, the more he is inclined to be modest.



## Directors' Meeting

The Board of Directors of the Inter-State Milk Producers' Cooperative met at the Cooperative offices on March 11, for the regular meeting. All members were present.

At this meeting considerable time was given to reports of directors on activities in secondary markets and in their own territories, also to the reports of officers.

The hauling situation was discussed from several angles, following which the Board extended authority to purchase a milk truck for the transportation of members' milk if and when such action was deemed advisable. It was understood that this action would be taken only after reasonable effort had been made to obtain satisfactory hauling arrangements with present truckers.

The need for additional office equipment for the use of the market information department was brought up and authority extended for purchasing such equipment as was felt to be needed.

The matter of handling applications for withdrawal, which were made after the regular withdrawal period, was discussed by the Board and it was unanimously decided that such applications for withdrawal should not be honored. The opinion was expressed that to do so would weaken the contract and the Cooperative. It was also approved by the Board that members who have definitely quit the dairy business, and who desire immediate withdrawal from membership, be granted this request and their stock be redeemed.

The Board discussed production control plans, whether one should be established, and possible applications of the plan designed to meet more general approval of producers.

A proposed plan whereby the Cooperative can work with 4-H club agencies in Inter-State territory was discussed. The plan as outlined provided for extending help to 4-H clubs in their dairy projects, and, especially, lending aid in developing demonstration teams which would show some of the essentials of producing high quality milk. The Board approved this plan together with an appropriation of funds for helping defray the expense of state champion demonstration teams in attending the national demonstration contest which is held at the National Dairy Exposition.

Earthquakes have one advantage over floods; we don't have to listen to so much talk about how to prevent them after they happen.

He that can have patience can have what he will.

## BUFFALO SWEETENED

### *The Economy FEED for this SPRING*

*The General-Utility  
Low Priced  
All-Corn Concentrate*

Palatable to all classes of livestock.

Contains 12% of Dextrose, the food-energy sugar.

A good producing feed if you want milk yield, and a good energy and body-maintenance feed at the same time. Can be fed as 50 to 75% of the grain ration—or fed straight.

BUFFALO SWEETENED is the answer to your feeding problem between now and grass. Your dealer has it or can get it in a hurry.



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### Always SAFE TO USE

• Dairy men everywhere are adopting HTH-15 because solutions made with this modern chlorine carrier kill bacteria—and are safe to use on metal equipment. HTH-15 comes in powder form—just add to water as needed—a little goes a long way. With HTH-15, there is no chance for waste through loss in strength, breakage, freezing or lumping. • Because HTH-15 is so easy to use, because a little goes so far, and because it saves time and labor, it has set a new standard for low cost in dairy sanitation.



### THE LOW-COST WAY TO LOW-COUNT MILK

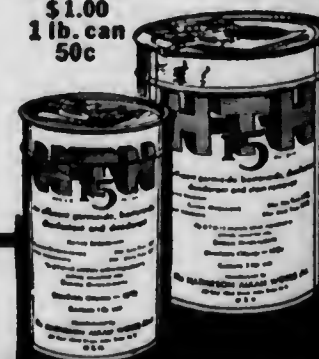
When you use HTH-15 you solve your high-count problems and at the same time you establish a low cost for your sanitary program. • Try HTH-15 now. Let us outline a program that will more than satisfy every requirement you have to meet—at low cost. **Handy measuring spoon packed in every tin.**

Write for literature and free 1/4-lb. sample.

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**Sold in 2 Sizes**

3 lb. can  
\$1.00  
1 lb. can  
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